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OLYMPIC PODIUM

It's Super for Italy

Deborah Compagnoni, affectionately known by her countrymen as "Tombagnoni" because of a daring style reminiscent of her training partner, Alberto Tomba, made it a super day for Italy as she beat the French favorite, Carole Merle, who had what had seemed to be a huge lead in the women's super-giant slalom.

Oh, Canada; Yes, U.S.
Canada avoided a stunning upset in the hockey's single-elimination quarter-finals by beating Germany in a sudden-death shootout. In the other match, the United States beat France, 4-1.

Zinke Feels Better

Olaf Zinke, the reportedly ailing speed skater who was the last to win the East German sprint championship, broke from international obscurity to win the gold medal in the men's 1,000 meters. The U.S. hopeful, Dan Jensen, had a dismal day and finished tied for 26th.

A Long Wait for Japan

Japan won its first Winter Olympic gold medal in 20 years on Tuesday, when the men's Nordic combined team held off Norway and Austria in the closing 3 x 10-kilometer cross-country relay. Norway continued its iron grip on men's cross-country skiing.

Olympic report: Pages 22 and 23



Alberto Tomba of Italy, the winner of the giant slalom and the first skier to win a gold medal in the same event in two Olympics.

A Glorious Day in Tombaville, All Humility Aside

By Dave Anderson

VAL D'ISERE, France — In the mountains across from the Olympic giant slalom course, a road now closed with snow twists and turns from the Italian border, only a few miles away. And in Tuesday's sunny chill, as if he were Caesar leading his legions through these Alps centuries ago, Alberto Tomba swooped down to claim this chalet village for himself.

"Now," he told Italian journalists after falling to his knees in celebration, "you can call these the Tombaville Games."

"You are glorious, Alberto," one of the Italian journalists told him as another shouted, "You are great, Alberto."

He didn't even blush. And he certainly didn't disagree. On or off skis, he's a mixture of Muhammad Ali, Joe Namath, Reggie Jackson, John McEnroe, Magic Johnson and Casanova. He calls himself "the Messiah of skiing" and "Tomba la Bomba," and when he arrived here a few days ago he suggested that he would adopt a more monastic lifestyle. Sort of. At least temporarily.

"I used to have a wild time with three women until 5 A.M.," he said. "But in this

Olympic Village I will live it up with five women until 3 A.M."

Whatever his boasts about his ski life and his love life, Alberto Tomba has usually backed it up. Except for Katarina Witt's brush-off. Moments after the then East German figure skater won the 1988 gold medal at Calgary, Alberta, Tomba arrived in a black overcoat with the collar turned up around his black hair, messaged her with his green eyes and handed her a bouquet of roses and an autographed poster of himself on which he had drawn a picture of a heart.

"To the dear Katerina," he had written.

"Best regards. Ciao, Alberto Tomba."

He had misspelled her name, using an "e" in the middle. So much for that romance.

But he knows there's no "e" in slalom. By winning the giant slalom Tuesday, he became the first Olympic skier, man or woman, to win a gold medal in the same event in two Olympics. And if he wins the slalom Saturday at Les Menuires, he will be the first to complete a double-double: gold medals in the same two events.

"I can't explain how joyous I am," he said.

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Subs Collide, Moscow Plans Protest to U.S.

By John Lancaster

WASHINGTON — The Pentagon confirmed on Tuesday that a U.S. submarine on an intelligence-gathering mission near the Russian port of Murmansk collided with a submarine operated by the Commonwealth of Independent States last week.

Moscow authorities said the collision occurred inside Russian territorial waters and blamed the United States for the accident, which apparently caused no injuries.

Pentagon officials gave a different account, saying the Los Angeles-class attack submarine, the Baton Rouge, was operating in international waters above the Arctic Circle in the Barents Sea at the time of the accident.

Officials said the submarine was at periscope depth when it was struck by a Russian Sierra-class submarine as the Russian vessel surfaced 23 kilometers (14 miles) from the Kola Peninsula, home of the former Soviet Union's Northern Fleet.

The Baton Rouge was not damaged and is expected to return to its home port of Norfolk, Virginia, next week, officials said.

Moscow said it would protest to Washington, news agencies reported.

"The fact that a foreign submarine was operating secretly in our waters can't help but provoke justified concern in the Russian leadership," the Interfax news agency quoted a Commonwealth Navy report as saying.

U.S. and Soviet submarines have long engaged in cat-and-mouse games in the busy Arctic waters where the accident occurred, and collisions are not unheard of.

But the episode last week was unusual because the Pentagon almost never discusses such activities and because the collision highlighted the continuing presence of U.S. attack submarines near Russian shores despite the end of the Cold War.

U.S. Navy officials on Tuesday sought to preempt criticism of the submarine patrols, asserting that as long as Russia continues to build and deploy submarines, the navy has an obligation to keep track of them.

A navy official who asked not to be identified said recent intelligence reports indicated that six ballistic missile submarines and "several" attack submarines belonging to the Russian Navy were at sea.

Commander Expects Split In Ex-Soviet Armed Forces

He Urges Politicians To Let Military Breakup Occur in 'Civilized' Way

By Fred Hiatt

MOSCOW — The commander of what was once the mighty Soviet military predicted Tuesday that his army would break up into national forces, but he urged politicians to allow the split to take place slowly and peacefully.

Marshal Yevgeny L. Shaposhnikov, the former Soviet defense minister and now commander in chief of the joint forces of the Commonwealth of Independent States, said his armed forces would not hold together because the Commonwealth itself had no real political center.

But he said the former Soviet republics should engineer a "civilized" breakup during a three-year transitional period, calmly settling the difficult questions of apportioning equipment, reworking supply lines and unshuffling an officer corps that has prided itself on its mixture of nationalities.

"I think in the end our army will split into national armies," the marshal said at a news conference.

Marshal Shaposhnikov's prediction was noteworthy since he has been a leading force prodding the republics to stay within a joint military framework. The veteran air force general seemed in part to be addressing his own officers, many of whom bitterly oppose a breakup and believe the Soviet Union should be reconstituted, according to opinion polls.

The military commander also acknowledged that the republics have yet to resolve many tough questions, including how to comply with a troop-reduction treaty signed by the former Soviet Union and how to exercise control over a military that belongs to many countries.

"What is so difficult about my position is that now I have 11 superiors on strategic forces and eight superiors on conventional forces," Marshal Shaposhnikov said.

He acknowledged that at a meeting of republic presidents last week, three of the 11 Commonwealth republics refused to take part in a joint conventional force even for a transitional period.

Azerbaijan, Moldova and Ukraine, the largest former Soviet republics after Russia, said they would go their own way immediately. Russia and seven other republics agreed on a joint force, but even some of them may not stay for long. The leader of Belarus, Stanislav S. Shushkevich, set the transitional period at two years. During the transition, he said, "the links between our armed forces and the Supreme Command will gradually weaken."

Mr. Shushkevich added that Belarus's position had been "warmly" accepted by other presidents. But he added that he was "not sure" that it appealed to some of the representatives of the military's general staff.

Marshal Shaposhnikov criticized Ukraine for moving too fast in breaking away from the Soviet military.

"By too much haste," he said, "we often do harm to people's lives."

He insisted that a strategic air force unit whose general declared allegiance to Ukraine nonetheless remained part of the Commonwealth joint forces.

Marshal Shaposhnikov also rejected the demand from the Ukrainian president, Leonid M. Kravchuk, that 13 air force crew members, who last week defected from Ukraine to Russia in Su-24 long-range bombers, be returned to Ukraine for court-martial. He said he would discuss with Ukrainian officers the fate of the planes, however.

Mr. Kravchuk, who has blamed Marshal Shaposhnikov for many of the tensions between Ukraine and Russia, said that a joint military could not long remain under civilian control and "sooner or later" would emerge more powerful than political leaders.

"The reality is there can be no common military," he said.

Ukraine's defense minister, General Konstantin Morozov, said Tuesday that more than 80 percent of servicemen based in Ukraine now had taken an oath of allegiance to Ukraine.

The Ukrainian army newspaper said that although the defecting air force crews took their regimental banner with them to Moscow, the remaining pilots in the unit in western Ukraine appealed to General Morozov not to disband the regiment but to designate it "the 1st Ukrainian Bomber Regiment."

The pilots asked for a new combat flag in blue and yellow, the colors of independent Ukraine, the newspaper reported.

Asked how the independent states of the Commonwealth would meet the Soviet Union's international obligation to reduce its conventional troop strength, Marshal Shaposhnikov replied, "That is a good question, a timely question and a difficult question."

The republics have not been able to resolve how to apportion reductions in troop strength, he said.

In North Korea, Food Is Scanty but Hatred of Regime Is Plentiful

By Nicholas D. Kristof

TUMEN, China — North Korea is facing a growing economic crisis and worsening food shortages, with some people scrounging on the hillsides for edible plants to alleviate hunger, according to ethnic Koreans who have visited relatives in North Korea.

Discontent is mounting along with the shortages, the ethnic Koreans said in interviews in this and other Chinese border towns. They added that in private, North Koreans are some-

times contemptuous of President Kim Il Sung, the "Great Leader" whose badge everyone must wear.

"In their houses, they curse Kim Il Sung," said a young ethnic Korean who has visited North Korea. Like many of those interviewed, he is a Chinese national whose ancestors migrated from North Korea a few generations ago.

Almost all information available about North Korea — from ethnic Koreans who visit relatives there, from foreigners who live there

and from defectors — suggests that ordinary people are living on little more than rice, and not even enough of that. Even kimchi, the pickled cabbage that is normally served with meals, is in short supply, along with chopsticks, clothing, electricity and everything else.

Citizens lack even alcohol to sterilize hypodermic needles, according to an ethnic Korean who visited a relative who is a nurse.

North Korea, which has a population of 22 million and is probably the most totalitarian state now in existence, allows few Westerners to

visit. Even when it does allow visits, the fear is so great that those North Koreans interviewed all insist that life is wonderful and getting better. The result is that accounts by ethnic Koreans visiting relatives offer a rare peek into one of the most secretive countries in the world.

Despite the indications of discontent, nearly everyone seems to agree that fear remains omnipresent in North Korea and that there is little indication that falling living standards will inspire people to challenge the regime.

Even on Chinese soil, many Chinese nation-

als of Korean descent seemed worried about talking candidly about North Korea. The risk, they said, was that if North Korean agents learned of their comments, their family members in North Korea would be imprisoned or perhaps even killed.

Sergei Tikhomirov, a Russian who in November completed a three-year assignment as correspondent for Pravda in North Korea, said that although he speaks Korean, he was unable

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A New Hampshire Lesson: Count Up the Reflex Votes

By David Von Drehle and David Maraniss

GOFFSTOWN, New Hampshire — Finally, it came to this: Walter Zemis stepped from the little curtained booth, a blue Democratic ballot in hand, and fed the paper into an electronic vote reader. Zhempp! One for Bill Clinton.

And away he went into a cold, gray morning. All of the hundreds of speeches, thousands of ads, millions of dollars. Countless hours of gripping and grinning, frantic caravans crisscrossing the landscape, stale cookies and bitter coffee.

All the skull sessions devoted to minute strategies. All the tracking polls and telephone banks and focus groups. All of the plans — economic, industrial policy, health care, environmental, education — and all the points to

those plans and all the prongs on the points. All the cajoling, wheedling, pleading, blasting, prodding and analysis finally came to this: Christine Thivierge fed her red Republican ballot into the machine. Zhempp! One for George Bush.

They voted in waves Tuesday — 200 in the first hour in Goffstown, 1,200 in four hours at Webster School in Manchester, the biggest crowds in a dozen years at many polling places

From New Hampshire, some inescapable home truths. Page 3.

statewide. The primary election that just a few months ago seemed a one-way ticket to Dullsville was, voters said, fascinating, confusing, challenging, invigorating. Emerging from voting booths, they described their difficult, sometimes unconventional, choices and said they were proud to have made them.

Katherine Caldwell, a Nashua nursing-home manager and unflinching moderate Republican, nearly lost her nerve. A week ago, she said, she decided that the New Hampshire economy had deteriorated so badly that she would vote for Patrick J. Buchanan as a message to President Bush.

But then she was in the booth, studying the ballot, and found herself remembering how proud she had been of Mr. Bush during the Gulf War and how much she admired Barbara Bush, and she came to the name Buchanan and pondered how little she really knew about the man. And, she recalled, she thought to herself,

See POLITICS, Page 6

Federal Reserve Eases Again, But Reluctantly

By Lawrence Malkin

NEW YORK — Resisting continued political pressure to stimulate the U.S. economy, the Federal Reserve Board did the minimum possible Tuesday to ease credit on the day before its chairman faces Congress with the central bank's targets for the year.

The Fed said that as of April 2, it would lower to 10 percent, from 12 percent, the amount member banks must maintain in their reserves against checking and similar accounts.

This will reduce banks' costs in making loans. But whether it will increase bank lending, economists said, depends more on whether people have the confidence to borrow than whether banks can make a profit lending.

"The Fed has already made it much cheaper for people to borrow," by cutting interest rates sharply, said Sam Kahan of Fuji Securities. "Now it is making it cheaper for banks to lend."

Despite the limited nature of the Fed's easing, the bond market was seized by fear that it would ignite inflation, hurting the value of would-be income securities. The price of the 30-fixed-income securities. The price of the 30-year Treasury bond fell more than a point, and the long-term interest rate that moves inversely to price, hit the psychologically im-

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Kiosk

Police officers patrolling in Abidjan on Tuesday after an anti-government march in the Ivory Coast capital turned violent.

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At Berlin's film festival, there's less pizzazz than at Cannes, but a lot more film. Page 12.	3,224.73
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Idyllic Arcadia, Idle Without Its Youth, Symbol for Rural Europe

By Marlise Simons

AGIOS NIKOLAOS, Greece — Even on a winter day, Arcadia still resembles the land that forever linked its name to the simple life of pastoral bliss — shepherds milking behind their flock, terraced hillsides producing food, birds soaring high above olive and apricot trees.

To listen to the young people here, this region of southern Greece sounds quite different. They see Arcadia as a place of boring mountain villages, far from cinemas, well-paying jobs and new faces. And they dream of going to Sparta, Athens or even nearby Tripolis.

As many follow the new urban dreams, the family houses crumble, others have their windows boarded up, and ancient communities slowly wither and die.

"There were just four weddings last year," the Reverend Kristoforos Kokonas said. "We buried 18 people. I baptized only five new babies."

A large and plaintive man who had pulled a down vest around his black Orthodox Christian robes, Father Kokonas has seven children of his own. But Ioannis Pontikis, who was at the same café table, said his four brothers and a son had moved to Canada.

At times, he said, the only jobs were collecting chestnuts or going down to the valleys to pick olives and oranges.

"Maybe they were wrong to leave everything, even their peace," said Mr. Pontikis, who has lived all his 74 years here. "How are we to keep alive?"

Such questions are heard throughout southern Europe, as well as in many other parts of the world, as age-old villages and hamlets lose

young people, all potential farmers, craftsmen, teachers and traders who choose modern urban life. Family farms have been closing across Italy, in the center of France, in the interior of Spain and Portugal. The difference, experts believe, is that in Greece the continuing exodus is felt more suddenly and more sharply.

Social scientists note that this thinly populated country was long a place of few important cities. Its people lived scattered over hundreds of islands and thousands of tiny villages. People would leave, yet somehow they kept returning, even if for just a few months a year.

But development money, much of it from the European Community, has in recent years flowed to bigger towns. And as schools, clinics and workplaces improved there, they became magnets.

Greece's population is more unevenly distributed than that of other nations of Europe. Greater Athens today is home to 40 percent of the country's 10 million people. Yet according to the latest census, Greece still has more than 4,000 villages of around 100 residents each.

"The flow to Athens and Salonika has slowed because life there has become too expensive," said George Diaretas, a sociologist and demography specialist.

"It's the little places that are dying quickly," he said. "They are too small, too far or too high up to get roads or other official support."

Up on the mountains of the Peloponnese, Arcadians have their own theories. The population of Agios Nikolaos, which was about 3,000 in the 1960s, has dwindled to 700. Some people here think that young women, who have gained more education and more freedom, are now pushing harder to leave than the

men. Some think the young men have gone soft.

"They only want government jobs, like working for the electricity or the telephone companies," Mr. Pontikis said. "Alone they think they cannot do anything."

Some older people have yet another explanation. They think that after hundreds of people from Agios Nikolaos moved to the United States, Canada or Australia in the 1950s and '60s, those who stayed behind grew accustomed to generous remittances from abroad. And this, they say, broke the tradition of self-reliance.

Just eight kilometers (five miles) around the mountain, Agios Petros shares many of the region's problems, but it has a surprising feature: It grows. On the main square a new coffee shop just opened, courtesy of Vasilis See ARCADIA, Page 6

Ivory Coast Detains Leaders of Opposition After Riot

Compiled by Our Staff From Dispatches

ABIDJAN, Ivory Coast—Ivory Coast's main opposition leader was arrested along with hundreds of supporters on Tuesday when an anti-government march degenerated into rioting.

The mass arrests came when thousands of demonstrators poured through Abidjan brandishing clubs and hurling rocks. The rioters shattered hundreds of car and shop windows in the city's central district. Several people were reported wounded.

Laurent Gbagbo, leader of the Ivorian Popular Front, was detained at a military camp along with his wife, Simone, and René Dagny Segni, the head of a human rights group, witnesses said. At least 500 opposition supporters also were arrested, the witnesses said.

Prime Minister Alassane Ouattara said that Mr. Gbagbo and others had been seized in a "clear case" of breaching the peace.

Western diplomats who witnessed the violence saw police officers arrest Mr. Gbagbo and his wife after using tear gas to flush them out of an office block where they took refuge.

A diplomat said he saw officers pour gasoline on Mr. Gbagbo's empty car and set it on fire. The vehicle was destroyed, he said.

The Ivorian People's Front, along with smaller parties and a banned radical student group, FESCI, called the march as the latest protest against the government of President Félix Houphouët-Boigny.

Mr. Houphouët-Boigny sparked widespread protests two weeks ago when he refused to accept his army chief of staff, General Robert Guéi, who was held responsible by an official commission for the rape and torture of students during a raid in May.

The violence Tuesday erupted after groups of demonstrators broke into a courthouse to demand the release of Martial Ahipandé, a law student who heads the student group.

Riot police expelled the protesters from the court building. Several people were seen lying wounded in the streets.

Many of the several thousand demonstrators were seen carrying sharpened sticks, metal bars, axes or knives, according to witnesses.

"All leaders of opposition parties who took part in today's demonstrations and who have been taught in the act of destruction have been arrested, and legal action will take its course," Mr. Ouattara said Tuesday.

Mr. Gbagbo, 47, an academic, legislator and former political prisoner, ran against Mr. Houphouët-Boigny for president in October 1990, five months after the opposition was legalized. (Reuters, AFP)

Detentions Reach 5,000 as Algiers Reshapes Cabinet

The Associated Press

ALGIERS — Authorities continued tracking Muslim fundamentalists Tuesday, arresting scores of people while leaders refined plans to revive the economy and streamline the government.

A member of the ruling State Committee said the military-backed government had detained 5,000 people in less than two weeks. It was the first comprehensive count of the arrests since the government began a crackdown on the Islamic Salvation Front.

Prime Minister Sid Ahmed Ghozali was expected to accept the resignation of his government on Wednesday, a government official said. Officials said that a trimmed-down government, centered around several "superministries," would be named.

Algerian television said 14 members of the Armed Islamic Movement had been arrested in the western city of Oran. Police reportedly confiscated an arsenal of weapons.

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The Nuclear Deal: Will Yeltsin Open Up to West?

By Joseph Fitchett
International Herald Tribune

PARIS — The first two Western initiatives to help Russia gain control of the nuclear-industrial complex — a job center to recycle military scientists and U.S. armored boxcars to transport warheads — point up Russian political sensitivity about direct foreign involvement in its military affairs, Western officials said Tuesday.

A big unanswered question, these officials said, is whether President Boris N. Yeltsin will widen the scope for Western involvement in efforts to dismantle nuclear warheads and prevent them — and the designers of the weapons — from finding their way to nations that are seeking to build their nuclear weapons of their own.

A proposed \$100-million science and technology center, for which the European Community will provide \$75 million and the United States the balance, will be mainly of symbolic value in helping the Russian authorities avert a huge outflow of nuclear experts.

In practice, such a center cannot give jobs to all the scientists and thousands of technicians who might be able to help other countries build missiles and warheads.

Already, according to a specialist involved in Western discussions on the topic, "hundreds of Soviet scientists have disappeared, some to the West, some to Israel and South Africa, some just to their homes and some — who knows where?"

The proposed center could strengthen Mr. Yeltsin's efforts to persuade those who worked in the Soviet nuclear industry that he has a program to offer them new work in the future, including jobs dismantling nuclear warheads that they helped build. That might also help him prevent scientists from leaving Russia legally.

But the role of the Western donors, beyond trying to promote international industrial activity in the civilian sector, remains open to question. Western officials said that it was unclear whether they could insist that the new institute concentrate on the urgent task of dismantling and dismantling upwards of 30,000 nuclear warheads, some reportedly in dangerous condition.

"Mr. Yeltsin is certainly willing to take our money for Soviet warheads that are so old that they are a bigger

threat to the people around them than to any enemy," a Western official said. "What's not clear is whether he will let Western technicians actually help secure the weapons."

Dismantling the unsafe parts of the former Soviet arsenal will be a long and vastly expensive task — possibly costing \$10 billion through the rest of the decade. No one is sure of the timetable or the price tag.

The actual number of Soviet warheads is unknown, even to authorities in Moscow, because of discrepancies between the output statistics from factories and the military's inventory, officials said.

Taken together with spares and other hidden categories, this surplus, which came to light in the closing phase of the START negotiations on cutting U.S. and Soviet long-range missiles, means that Moscow may have 20 percent more warheads than the figure of 27,000 often cited.

Russian specialists' demands in terms of safety have changed since the days of the Soviet system in which people worked in hazardous conditions.

Now technicians in Russia and other former Soviet republics expect standards of protection comparable to

those which they have learned about in the West. They will also be handling warheads that in most cases offer few or none of the safety features built into Western nuclear weapons.

In contrast, the U.S. decision to give Moscow 25 armored boxcars will bring immediate benefits as the authorities try to ship thousands of warheads back to Russia from outlying republics where the weapons were deployed with Soviet military units.

The railroad cars are designed to protect the warheads against terrorist attack: some can carry armed guards and, most important, their two-ton steel plating could absorb a bazooka round without detonating the warhead inside.

Other safety features include a system that, in an accident, would push cars up on top of each other to avoid a direct collision.

The United States used these railroad cars for shipping warheads across the country until the 1980s, when they were replaced with 18-wheel trucks.

Each boxcar normally carries two warheads, so the U.S.-supplied convoy can meet only a small fraction of Moscow's needs, even if it constantly shuttles between outposts and storage depots.

But the effort underlines U.S. determination to support Mr. Yeltsin's efforts to pull back all the Soviet warheads, even from republics that might be tempted to hang on to some of them.

"The high-profile diplomacy has a downside in trying attention to the political importance of nuclear arms and possibly creating a temptation in some republics," an official said, "but it's worth it because the big threat is leakage to nuclear wannabes elsewhere."

NEWS ANALYSIS

As a former army chief of staff, a hard-liner against the Palestinian uprising when he was defense minister several years ago, Mr. Rabin is seen by many Israelis as the toughest man, someone who would be more flexible than Mr. Shamir in talking peace with the Arabs but less likely than Mr. Peres to give away the West Bank stone.

Many commentators say that with Mr. Rabin as party leader, Likud and Labor are more likely to join forces in another "national unity government" along the lines of the coalition they maintained from 1984 to 1990. That, many feel, is the best chance the peace process may have.

On its own, Labor is considered unlikely to have the post-election wherewithal to stitch together a coalition of leftward parties and re-

gions forces. The electorate has drifted steadily to the right, and the approximately 200,000 18-year-olds who will be voting for the first time in June are conspicuously unbending as a group on security matters and territorial concessions.

Orthodox Jewish voters also have moved rightward, making it ever less likely that religious parties can be considered natural coalition partners for Labor.

Perhaps Labor's best chance is with the 250,000 potential voters among recent immigrants from the former Soviet Union. Mr. Peres is apparently so hopeful that he has been studying Russian for months.

But no political analyst seems to have figured out which way this Russian wind blows. If anything, matters got more complicated last week with the formation of a party known as Da — "Russian for 'yes'" — to promote the interests of immigrants.

All in all, it is argued, Labor's is an uphill fight.

"Since 1988, Labor has been los-

ing more ground, and the Likud and the right wing have been moving up," said Hanoch Smith, a respected poll-taker.

Even though it is presumed to be in a stronger position, Likud faces problems of its own in forming a conservative-religious coalition.

It would mean having to turn again to the same small far-right parties that only a month ago walked out on Mr. Shamir, costing him his parliamentary majority, in protest over his willingness to discuss Palestinian autonomy in Israeli-occupied territories.

If Likud is as committed to the peace process as it says it is, one common argument goes, it may have no alternative but to enter another unity government. And if that is the case, the flinty Mr. Rabin is presumed to be more palatable to Mr. Shamir than the more professorial Mr. Peres, whose repeated calls for a settlement freeze in the occupied territories are anathema to the government.

Dozens of rockets struck northern Lebanon and a strip of southern Lebanon that Israel claims as its "security zone" against terrorist attacks at its northern border.

In turn, the Israelis and their surrogate Lebanese militia fired artillery rounds at Shiite targets, and an Israeli helicopter gunship struck at the home of a Hezbollah official, reportedly wounding his daughter.

According to Israeli radio, the Lebanese militia warned residents of three villages just north of the security zone to evacuate their homes by 5 A.M. Wednesday, presumably in anticipation of renewed attacks.

There were unconfirmed reports that a young boy was killed and a few people were wounded on the Lebanese side.

But in northern Israel, whose residents near the border spent the night in underground shelters and fortified rooms at home, no casualties were reported.

In Beirut, meanwhile, according to a radio station, an anonymous caller claimed that a captured Israeli airman, Captain Ron Arad, had been killed to avenge the death of Sheikh Musawi. The privately owned Al-Mashreq station said that it could not authenticate the call.

Captain Arad has been missing since his plane was shot down over southern Lebanon in 1986. There have been no conclusive reports on his whereabouts, although Israeli military officials say they believe he is alive.

When the Defense Ministry was asked by The Associated Press about the report of Captain Arad's execution, it issued a one-sentence statement saying, "Israel continues to see Iran as solely responsible for Ron Arad's peace, health and fate."

Palestinians Give Mixed Signals on Talks' Future



Followers of the slain Hezbollah leader, Sheikh Abbas Musawi, weeping on Tuesday at his funeral in Beirut, Lebanon.

JERUSALEM — Palestinian leaders sent out mixed signals about Middle East peace negotiations Tuesday, with a senior official of the PLO saying that a delegation would attend a new round of talks next week, while a spokeswoman in Jerusalem warned that the process was "at the brink of collapse."

Indications were that the Palestinians would probably be on hand when the talks resume in Washington on Monday. Among the parties to the talks, Israel, Syria and Lebanon have announced that they will attend, and a senior official in Amman was quoted as saying Tuesday that Jordan would go as well.

The leader of the Palestinian negotiating team, Faisal Husseini, denied that the Palestinians had threatened not to attend the talks. "The Palestinian intentions have been unclear, and the murkiness deepened when local leaders in East Jerusalem and the occupied West Bank suggested that they might stay home to protest Israel's arrest of two men recently added to their negotiating team."

The local leaders called on the United States, as chief sponsor of the talks, to press Israel to release the delegates.

While stopping short of threatening a boycott, they also suspended plans to go to Amman on Wednesday for preliminary consultations with Jordanian counterparts that have become a standard feature of the 4-month-old peace process.

Hanan Ashrawi, spokeswoman for the Palestinian delegation, said, "The process is at the brink of collapse."

But the situation apparently changed Tuesday night. According to reports from Damascus, a member of the executive committee of the Palestine Liberation Organization, Yasser Abed Rabbo, said after meeting with the Syrian foreign minister that Palestinian negotiators would take part in the next Washington round.

A senior official at the PLO headquarters in Tunis reportedly made a similar comment.

Palestinian delegates have said many times that the decision on their participation would be made in Tunis, even though the PLO has no formal role in the peace process.

The strains on Middle East peace efforts were underlined on Friday by a second day of rocket and artillery exchanges between Israeli forces in southern Lebanon and Shiite Muslim guerrillas intent on avenging Israel's assassination over the weekend of Sheikh Abbas Musawi, leader of the pro-Iranian Hezbollah in Lebanon.

Labor Party Rematch: Peres vs. Rabin

New York Times Service

JERUSALEM — Both men are former prime ministers now looking for their 70th birthdays square in the eye. Both are widely regarded as blessed with considerable talents, and marred by equally notable flaws. And each has an abiding dislike for the other acquired over two decades of political punch-outs.

In the view of many Israelis, both are also close to wearing out their welcome and perhaps ought to yield to a new generation of politicians.

But that is not about to happen, at least not now.

And so on Wednesday, for the fifth time in the last 18 years, Shimon Peres and Yitzhak Rabin will battle for leadership of Israel's Labor Party and the right to then slog on against Prime Minister Yitzhak Shamir and his Likud party.

Accepted wisdom here is that once-dominant Labor is in rocky shape but that it would be in a much stronger position against Likud if Mr. Rabin displaces Mr. Peres as party chief in what will be Israel's first election in which party members will be able to choose their leader directly, instead of leaving the task to the party's central committee.

The consequences for the government that will be formed after parliamentary elections on June 23, and for the Middle East peace process as well as relations with the

United States, could be enormous.

Mr. Rabin, according to political pulse-takers, is far more likely than Mr. Peres to siphon off centrist and moderately right-wing voters from Likud.

As a former army chief of staff, a hard-liner against the Palestinian uprising when he was defense minister several years ago, Mr. Rabin is seen by many Israelis as the toughest man, someone who would be more flexible than Mr. Shamir in talking peace with the Arabs but less likely than Mr. Peres to give away the West Bank stone.

Many commentators say that with Mr. Rabin as party leader, Likud and Labor are more likely to join forces in another "national unity government" along the lines of the coalition they maintained from 1984 to 1990. That, many feel, is the best chance the peace process may have.

On its own, Labor is considered unlikely to have the post-election wherewithal to stitch together a coalition of leftward parties and re-

gions forces. The electorate has drifted steadily to the right, and the approximately 200,000 18-year-olds who will be voting for the first time in June are conspicuously unbending as a group on security matters and territorial concessions.

Orthodox Jewish voters also have moved rightward, making it ever less likely that religious parties can be considered natural coalition partners for Labor.

Perhaps Labor's best chance is with the 250,000 potential voters among recent immigrants from the former Soviet Union. Mr. Peres is apparently so hopeful that he has been studying Russian for months.

But no political analyst seems to have figured out which way this Russian wind blows. If anything, matters got more complicated last week with the formation of a party known as Da — "Russian for 'yes'" — to promote the interests of immigrants.

All in all, it is argued, Labor's is an uphill fight.

"Since 1988, Labor has been los-

ing more ground, and the Likud and the right wing have been moving up," said Hanoch Smith, a respected poll-taker.

Even though it is presumed to be in a stronger position, Likud faces problems of its own in forming a conservative-religious coalition.

It would mean having to turn again to the same small far-right parties that only a month ago walked out on Mr. Shamir, costing him his parliamentary majority, in protest over his willingness to discuss Palestinian autonomy in Israeli-occupied territories.

If Likud is as committed to the peace process as it says it is, one common argument goes, it may have no alternative but to enter another unity government. And if that is the case, the flinty Mr. Rabin is presumed to be more palatable to Mr. Shamir than the more professorial Mr. Peres, whose repeated calls for a settlement freeze in the occupied territories are anathema to the government.

Dozens of rockets struck northern Lebanon and a strip of southern Lebanon that Israel claims as its "security zone" against terrorist attacks at its northern border.

In turn, the Israelis and their surrogate Lebanese militia fired artillery rounds at Shiite targets, and an Israeli helicopter gunship struck at the home of a Hezbollah official, reportedly wounding his daughter.

According to Israeli radio, the Lebanese militia warned residents of three villages just north of the security zone to evacuate their homes by 5 A.M. Wednesday, presumably in anticipation of renewed attacks.

There were unconfirmed reports that a young boy was killed and a few people were wounded on the Lebanese side.

But in northern Israel, whose residents near the border spent the night in underground shelters and fortified rooms at home, no casualties were reported.

In Beirut, meanwhile, according to a radio station, an anonymous caller claimed that a captured Israeli airman, Captain Ron Arad, had been killed to avenge the death of Sheikh Musawi. The privately owned Al-Mashreq station said that it could not authenticate the call.

Captain Arad has been missing since his plane was shot down over southern Lebanon in 1986. There have been no conclusive reports on his whereabouts, although Israeli military officials say they believe he is alive.

When the Defense Ministry was asked by The Associated Press about the report of Captain Arad's execution, it issued a one-sentence statement saying, "Israel continues to see Iran as solely responsible for Ron Arad's peace, health and fate."

U.S. Electorate Rises 3.4%

The Associated Press

WASHINGTON — The nation's voting-age population is expected to be 189 million by Nov. 1, a 6.3 million increase since the 1988 presidential election, the Census Bureau reported. The bureau said that most of the 3.4 percent increase will be among voters who are 45 and older.

The UN secretary-general, Boutros Boutros Ghali, wants the Security Council to be prepared to keep the peacekeeping force in place until a political settlement is reached, even if the republic of Croatia asks it to withdraw.

His proposal, included in a report to the council Monday on the projected peacekeeping operation, reflects fears that ethnic extremists in Croatia might try to wreck the UN plan by ordering the peacekeeping force out of Croatia and then extend sovereignty over the Serbian minority enclaves that the force is intended to protect.

The secretary-general's plan underscores the risk in the Yugoslav operation. It calls for the Security Council abandoning its normal practice of deploying peacekeeping

EC Sees Yugoslav Truce Holding

Compiled by Our Staff From Dispatches

BELGRADE — European Community monitors are confident that the Yugoslav cease-fire can hold until United Nations peacekeeping troops arrive, the EC mission head, Joao Guerra Salgueiro, said Tuesday.

After he had talks with officials of the Serbian government and the federal army here, Mr. Salgueiro said that no major problem remained to prevent the deployment of nearly 14,000 troops from 31 nations.

The cease-fire, in force since Jan. 3, had reached a "phase where it can hold until the UN forces arrive," he said. "This is in the interests of all the parties concerned."

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Fire Destroys Pavilion at Expo '92

The Associated Press

SEVILLE, Spain — A fire Tuesday afternoon destroyed the second-largest pavilion at the Expo '92 complex, and organizers said they did not plan to rebuild it. The authorities had not yet determined the cause, but they considered the blaze accidental and said it might have been sparked by a welding torch or soldering gun.

The 1,200 square-meter (13,000-square-foot) Discovery Pavilion was the largest of five Spanish theme buildings for the fair, which is to run from April 20 through Oct. 12. It was meant to take visitors on a fantasy trip through important discoveries.

Pavilions representing more than 100 countries are in the last stages of construction for the fair.

WORLD BRIEFS

Bush-Yeltsin Summit Likely in July

WASHINGTON (AP) — The Russian president, Boris N. Yeltsin, will probably travel to the United States for a summit meeting with President George Bush in July, but the specific date has not been set, the White House said Tuesday.

Mr. Bush's press secretary, Martin Fitzwater, said that at their meeting in Camp David, Maryland, last month, the two leaders had discussed hopes for a meeting later in the year, and that July was the likely month, in Moscow on Monday, Mr. Yeltsin said he hoped to be able to announce at such a meeting that agreement had been reached on further bilateral reductions in long-range nuclear arsenals.

Libyan Suspects Seen but Not Heard

TRIPOLI, Libya (AP) — Libya on Tuesday produced the two men accused of blowing up Pan American World Airways Flight 103 to show that they had not been secretly executed.

Foreign journalists invited to Tripoli to attend a public hearing were shown the suspects but prohibited from asking them any questions. Judge Ahmad Zawi, who is heading the Libyan investigation, said there would be no hearing. "According to Libyan law," he said, "it is forbidden to make an investigation public."

The United States and Britain have charged that the two men, Abdel Basset Ali Megrahi and Lamen Khalifa Fhimah, are Libyan intelligence agents who planted the bomb that blew up the jetliner over Lockerbie, Scotland, in December 1988, killing 270 people. A former CIA official, Vincent Camistraro, said last week that the suspects had disappeared from Tripoli. Mideast and European intelligence sources said they might have been executed.

U.S. Update on Silicone Implants

BETHESDA, Maryland (AP) — Silicone gel breast implants lead much more often than previously believed, and one Japanese study indicates a link, still inconclusive, between the gel and an immune system disorder, a government panel was told Tuesday. One witness said that the rupture rate may be as high as 14 percent, although industry figures are much lower.

The panel, consisting of experts advising the Food and Drug Administration, has three days to decide whether the implants now in the bodies of nearly a million American women are safe. At the agency's request, manufacturers and surgeons have stopped using the implants until the safety issue is settled.

Ex-Bush Aide to Testify for Noriega

MIAMI (AP) — George Bush's chief of staff during his vice presidency will take the stand for the defense in the drug-trafficking and racketeering trial of Manuel Antonio Noriega, an attorney for the former Panamanian leader said Tuesday.

But the lawyer decried on whether Admiral Daniel Murphy, who is due to testify Wednesday, would be asked about Mr. Bush's relationship with Mr. Noriega. "We'll have to see," John May said. "But his testimony will be very short, and shouldn't be controversial."

Admiral Murphy, who is retired, was Mr. Bush's top aide from 1981 to 1985 and also directed the vice president's South Florida task force on drugs. Mr. May said most of the questions would concern his task force duties and Panamanian cooperation in drug interdiction. U.S. District Judge William Hoelwer has repeatedly warned the defense to avoid politically charged questions in the trial.

Vote Right to Beat Le Pen, Left Urges

NICE (AFP) — The French left on Tuesday took the unusual step of tacitly calling on its followers to vote conservative in an election here Sunday to prevent a victory by Jean-Marie Le Pen's extreme rightist National Front.

The Alpes Maritimes chapter of the governing Socialist Party, citing a "serious threat," called on democrats to go to the polls "and vote to defeat Le Pen's candidate." The Communist Party, in a separate statement, promised "everything in its power to prevent the election of the FN candidate" and called on its electorate to vote accordingly.

The National Front's Jacques Peyrat took 38 percent in the first round of a by-election here over the weekend, knocking both Socialists and Communists out of the running. He polled more than the combined total of the two rightist candidates.

BA Offers U.S. Frequent Flier Plan

NEW YORK (UPI) — British Airways set up its own frequent-flier program for U.S. travelers on Tuesday and said it would end its participation in frequent-flier programs offered by American Airlines and United Airlines.

The new program links the service benefits of British Airways' Executive Club with the mileage benefits of a frequent-flier package. It also provides a "household" account, allowing up to four people who live at the same address to share mileage credits.

Final plans to run a daily passenger train to St. Petersburg starting on May 31 to compete with Russian trains that have monopolized the line since it was opened in 1870, a railroad official said.

A one-day public-service strike brought chaos to Portugal on Tuesday, hitting road and rail transport, airports, schools and hospitals. The strike was called to protest a government wage offer.

Solidarity's railroad workers called for a two-hour train strike throughout Poland on Wednesday morning to back demands for wage increases for Polish rail workers, a union source said. (AFP)

The Weather

Forecast for Thursday through Saturday

Region	Today	Tomorrow	Day After
North America			
Alaska	High 50-55, Low 30-35	High 50-55, Low 30-35	High 50-55, Low 30-35
Arizona	High 70-80, Low 40-50	High 70-80, Low 40-50	High 70-80, Low 40-50
California	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Colorado	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Florida	High 70-80, Low 40-50	High 70-80, Low 40-50	High 70-80, Low 40-50
Georgia	High 70-80, Low 40-50	High 70-80, Low 40-50	High 70-80, Low 40-50
Illinois	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Indiana	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Iowa	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Kansas	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Michigan	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Minnesota	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Mississippi	High 70-80, Low 40-50	High 70-80, Low 40-50	High 70-80, Low 40-50
Missouri	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Montana	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Nebraska	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Nevada	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
New Hampshire	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
New Jersey	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
New Mexico	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
New York	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
North Carolina	High 70-80, Low 40-50	High 70-80, Low 40-50	High 70-80, Low 40-50
North Dakota	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Ohio	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Oklahoma	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Oregon	High 60-70, Low 30-40	High 60-70, Low 30-40	High 60-70, Low 30-40
Pennsylvania	High		

Home Truths Hurt in New Hampshire

By R.W. Apple Jr.
New York Times Service

BEDFORD, New Hampshire — Even before the first votes were cast, let alone counted, New Hampshire had taught the candidates and the nation some home truths about 1992.

Patrick J. Buchanan, the conservative commentator-turned-candidate, may take a big bite out of President George Bush's hide or he may take a small one. Much will be made of the exact figures, without much justification, in his 10-week campaign here. Mr. Buchanan has clearly demonstrated the president's political vulnerability. What will become evident once the votes are counted is the extent of Mr. Bush's problem.

Mr. Buchanan's effort has also exposed the fragility of the White House political operation, at least in the eyes of many political professionals. With near unanimity, it has been faulted for poor advance work, pedestrian advertising and unimaginative themes.

The storied Bush luck has been missing this year. No incumbent would relish coming to New Hampshire to ask for renewal of his mandate in the midst of a devastating recession. But the president "ought to be able to take and hold the initiative against a neophyte," as a Republican consultant said, "and this president

hasn't quite been able to bring that off."

The Bush campaign is stocked with experienced political operators, like Robert M. Teeter, the poll taker who heads the team, and Richard N. Bond, the chairman of the Republican National Committee. So what has been the matter?

Some say Mr. Bush does not listen to them. Some say they have lost their touch. And some suggest, perhaps more persuasively, that techniques developed in the service of the master communicator, Ronald Reagan, simply do not work in the campaign of George Bush, a mangler of message.

Even if he goes no further than New Hampshire, Mr. Buchanan has already softened up the president for the Democrats by suggesting two avenues of attack: Mr. Bush is rich, indifferent and out of touch with the harsh economic realities of ordinary people; Mr. Bush has no core of beliefs.

In 1972, when the Vietnam War was highly controversial and Watergate was becoming so, President Richard Nixon sought reelection. He seemed vulnerable in February, and two Republican challengers took 30 percent of the vote in New Hampshire.

But Mr. Nixon went on to a landslide victory over George S. McGovern in November. The Democrats had torn themselves apart in a nominating battle that went down to a procedural vote on the convention floor, never really rallied behind their candidate and then were forced to replace the vice presidential nominee.

Whether the Democrats will be able to exploit the openings Mr. Buchanan has exposed depends heavily on whom they nominate and how they do it.

None of the Democratic candidates is as divisive a figure as Mr. McGovern was, and the party is not split as it was in 1972 over Vietnam. Things are always easier for post-Roosevelt Democrats when hard times are the problem, as they are at the moment, because Democrats generally agree on what to do.

The party's biggest problem this time is that its best-known figures are not in the race. That may change, though the odds are probably less than 50-50. But whoever is confirmed as the front-runner will develop a lot of name recognition.

Unknown when he started out, Jimmy Carter found himself hailed after Iowa and New Hampshire by hard-hat construction workers in New York City who

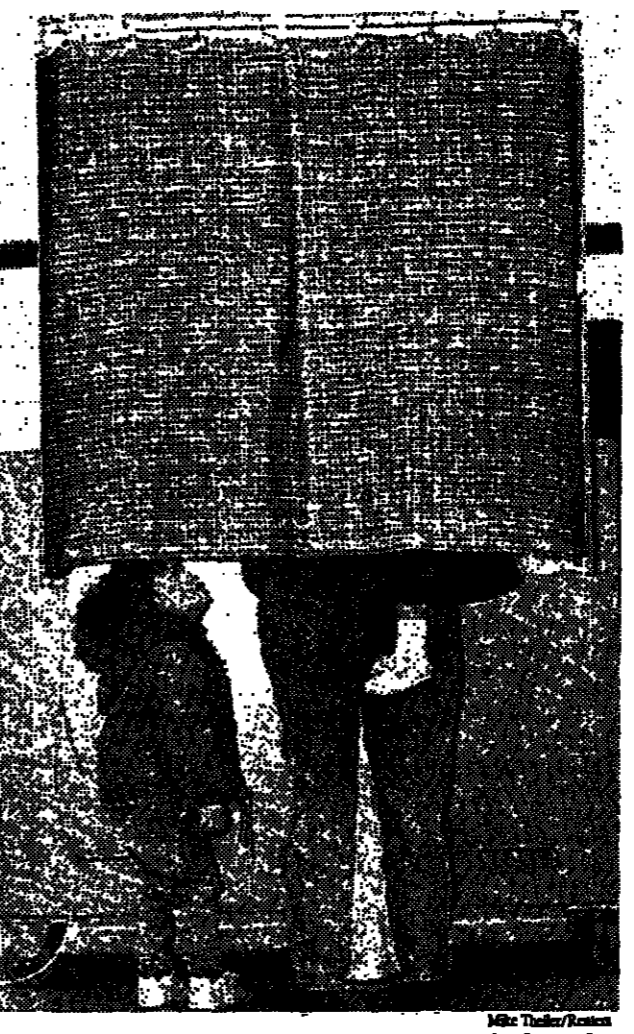
had only just seen him on television.

Probing questions and muck-raking investigations follow notoriety, but so does money. Ask Bill Clinton.

That doesn't mean that he who wins New Hampshire wins the Democratic nomination. Estes Kefauver in 1952, Edmund S. Muskie in 1972 and Gary Hart in 1984 all found it impossible to transfer their popularity from New Hampshire to other states.

Former Senator Paul E. Tsongas of Massachusetts obviously faces difficult problems in doing that, even if he wins a commanding victory here, because he will remain a New Englander who has never won elsewhere.

This week many questions will be asked. Can any of the candidates develop an effective appeal to blacks and other minority groups, who play no role at all in New Hampshire? Which one will be able to find new, sharply drawn issues to set them apart from their rivals? Who will get the best start on raising the money needed for Super Tuesday, March 10, when 11 states vote, including dollar-drawning places like Florida and Texas?



Two New Hampshire children had a close-up look at the democratic process Tuesday as their father voted.

Campaigns Are Ready to Exit New Hampshire in a Haze

By Paul F. Horvitz
International Herald Tribune

WASHINGTON — For years, voters in the New Hampshire presidential primary elections have cast decisive ballots. But this year, despite its intensity, New Hampshire may have been an inconclusive stop on the road to the White House.

Several major Democratic candidates are expected to read the results of the vote Tuesday as positive enough to mudge them forward — if not catapult them — into the next round of primaries and caucuses: Maine on Sunday; South Dakota on Tuesday; Colorado, Maryland, Georgia and Minnesota on March 3; a pivotal bloc of six states in the South that includes Florida and Texas, on March 10.

dates, including Senator Bob Kerrey of Nebraska and Senator Tom Harkin of Iowa, are likely to see hope in the perceived flaws of the man expected to finish one-two in New Hampshire, former Senator Paul E. Tsongas of Massachusetts and Governor Bill Clinton of Arkansas.

Senator Kerrey, for example, says he will do well in his neighboring states of South Dakota and Colorado. Senator Harkin said: "When we came out of here, we are going to Maine and South Dakota and then we're going to have it in the bag."

Still looming large on the sidelines is Governor Mario M. Cuomo of New York, who continued this week to send mixed signals about the possibility of a candidacy.

Speculation about Mr. Cuomo's intentions is rife. Time magazine reported this week that people close to Mr. Cuomo had spoken with friends of Mr. Kerrey's and suggested that the two announce a deal under which the Nebraska senator would continue to run, but as the intended vice presidential nominee on a ticket headed by Mr. Cuomo. Thus, a vote for Mr. Kerrey would actually be a vote for Mr. Cuomo, who could continue to work in New York to complete a state budget. Mr. Cuomo has cited New

York's budget problems as the reason for staying out of the race.

Some analysts see the House Democratic leader, Representative Richard A. Gephardt of Missouri, or Senator Lloyd Bentsen of Texas making late entries, but the practical obstacles to a successful drive for the nomination would be great. An aide to the Reverend Jesse L. Jackson said Tuesday that the black leader was under pressure to enter the race.

The same holds true for Mr. Buchanan. In Georgia, a state he says he plans to contest vigorously in the March 3 primary, he will probably face heavy advertising competition from Mr. Bush's campaign.

It is highly unlikely that Mr. Clinton will step aside in the Democratic race, despite recent allegations of marital infidelity and questions concerning his availability for the draft during the Vietnam War. Mr. Clinton remains the Democratic candidate with the largest treasury, the largest share of endorsements, the most charismatic stump speech and a strong potential to attract black voters in key primaries in his native South.

It remains to be seen whether Southern voters will reject a native son because he has acknowledged marital problems and, for a time, sought to avoid military service. Mr. Clinton also is fighting to dampen a perception that he cannot be trusted.

Even his past as an opponent of the Vietnam War could help him among blacks, some of whom have come to view the draft system of that era as racist.

Will War Scenarios Spawn New Feuds? Congress Leaders Question Basis of U.S. Military Budget

By Patrick E. Tyler
New York Times Service

WASHINGTON — By spelling out potential foreign conflicts that might draw U.S. forces into combat, the Bush administration is headed for confrontation with a skeptical Congress over national security assumptions at the end of the Cold War, according to analysts and congressional aides.

In recent months, congressional leaders such as Representative Les Aspin, Democrat of Wisconsin, the chairman of the House Armed Services Committee, have pressed the Pentagon to provide its analysis of specific threats to American security in coming years, but the Pentagon leadership has declined.

When Defense Secretary Dick Cheney and General Colin L. Powell, the chairman of the Joint Chiefs of Staff, sent their 1993 fiscal year budget request to Congress last month, General Powell said in an accompanying "national military strategy" document that "the real threat we now face is the threat of the unknown, the uncertain."

With the disclosure by The New York Times of internal Pentagon documents detailing the seven "scenarios" for future foreign conflicts, Congress now has a working understanding of the underlying assumptions of Pentagon spending plans until the end of the decade.

Pivotal factors in the Pentagon's planning are the projected intensity of the conflicts and the Pentagon's anticipation that more than one could occur at the same time.

Some scenarios will draw criticism and others are likely to find support, analysts said.

A member of the House Armed Services staff said that the prospect of Iraq, for example, rebuilding its military and invading both Kuwait and Saudi Arabia in this decade, "really strains credibility."

A Pentagon official said that Mr. Cheney had presented Congress with his vision of a "base force" military of 1.6 million members in August 1990 and that now, with the end of the Cold War, he was apparently developing new war scenarios to justify that force.

Several military experts who work in Congress said that the major issue for lawmakers was whether to accept the Pentagon's view that the military ought to be large enough to fight two major regional wars simultaneously.

In the Kennedy administration, Defense Secretary Robert S. McNamara developed the two-and-one-half war scenario, which held that the United States should be prepared to fight the Soviet Union in Europe while also fighting a regional war in Asia or the Middle East and a smaller war in Latin America.

The Nixon administration, however, based its military planning on a one-and-a-half war scenario, assuming the United States might have to fight the Soviet Union in Europe while also taking on a regional foe like North Korea.

The scenarios, which are described as "illustrative" and "not predictive," are used internally by the military services to examine their needs and provide the underpinning for annual budget requests to maintain levels of forces and weapons to support worldwide U.S. military and political aims.

As such they become administration policy, although the scenarios themselves may not be specifically approved by the president. The Pentagon controls the scenarios as part of its planning process, but Congress controls the financing for forces and weapons. The ultimate test of the Pentagon's view of potential conflict in the world thus is whether it will sell in Congress.

President Hints At Budget Swap

WASHINGTON — The Bush administration signaled for the first time Tuesday that it might shift money gained from military cuts to domestic initiatives.

But the White House linked the switch to congressional acceptance of a plan to squeeze billions of dollars out of benefit programs such as Medicare.



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LEGAL NOTICE

UNITED STATES DISTRICT COURT FOR THE DISTRICT OF COLUMBIA

UNITED STATES OF AMERICA V. BCCI HOLDINGS (LUXEMBOURG), S.A. BANK OF CREDIT AND COMMERCE INTERNATIONAL S.A. BANK OF CREDIT AND COMMERCE INTERNATIONAL (OVERSEAS) LIMITED INTERNATIONAL CREDIT AND INVESTMENT COMPANY (OVERSEAS) LIMITED

CRIMINAL NUMBER 91-0655 (JHG)

NOTICE OF FORFEITURE

Notice is hereby given that on January 24, 1992, in the above-captioned case, the Honorable Joyce Hens Green, United States District Judge for the District of Columbia, entered an Order condemning and forfeiting the following properties to the United States of America:

Property Ordered Forfeited January 24, 1992

Table with columns: Account No., Account Name, Approx. Balance, and City. Lists various bank accounts and their balances across multiple institutions like Bank of New York, Citibank, and others.

First Supplemental List of Forfeited Property Ordered Forfeited January 31, 1992

Table with columns: Account No., Account Name, Balance, and City. Lists additional forfeited properties from institutions like American Express Bank, Bank of California Corp., and Oppenheimer & Co., Inc.

The order of Forfeiture having been entered, the United States hereby gives notice of its intention to dispose of each of the forfeited properties in such manner as the Attorney General of the United States may direct, consistent with the plea agreement entered into by the defendant and the United States on December 19, 1991.

The petition shall be signed by the petitioner under penalty of perjury and shall identify the particular property or properties in which the petitioner claims a legal right, title or interest, the nature and extent of the such right, title or interest in each property, the time and circumstances of the petitioner's acquisition of the right, title and interest in each property; and any additional facts and documents supporting the petitioner's claim and the relief sought.

Your petition must be filed with the United States District Court for the District of Columbia in Criminal No. 91-0655 (JHG) at the following address: 3rd and Constitution Ave., N.W. Washington, D.C. 20001

Furthermore, you must serve the United States Department of Justice with your petition at the following address: Asset Forfeiture Office P.O. Box 27322, Central Station Washington, D.C. 20038

And you should mail a copy of the petition to counsel for the defendants as follows: Michael Nusebaum, Esq. Nusebaum & Wald Suite 230 One Thomas Circle Washington, D.C. 20005

IF YOU FAIL TO FILE A PETITION TO ASSERT YOUR RIGHT, TITLE OR INTEREST IN THE ABOVE-DESCRIBED PROPERTY WITHIN THIRTY (30) DAYS OF THIS NOTICE, YOUR RIGHT, TITLE AND INTEREST IN THIS PROPERTY SHALL BE LOST AND FORFEITED TO THE UNITED STATES. THE UNITED STATES THEN SHALL HAVE CLEAR TITLE TO THE PROPERTY HEREIN DESCRIBED AND MAY WARRANT GOOD TITLE TO ANY SUBSEQUENT PURCHASER OR TRANSFEREE.

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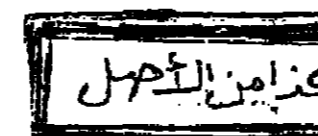
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Protecting the Sky

Interesting Precedent

Erosion of Earth's protective ozone layer in the upper atmosphere is creating an environmental emergency and a rising threat to public health. It is being caused by man-made chemicals, and President George Bush is absolutely right to speed up the ban on their production.

fully and successfully, to push a large industry away from dangerous products. That is an interesting precedent. In New York this week, negotiations will resume toward an international agreement to combat global warming. The goal is to sign the agreement at the UN Conference on Environment and Development next June in Rio de Janeiro.

America Lags Behind

The United States heads into important environmental negotiations with a heavy burden to overcome: the perception that it is unwilling to join the rest of the industrialized world in trying to reduce the threat of global warming.

the danger, assuming no huge cost. The United States could readily provide more aid to developing countries to curb global warming activities. Such aid might help China, for example, adopt efficient technologies for mining and burning its vast reserves of coal.

Hunger in the Horn

Unlike Eastern Europe and the more fortunate developing countries, the Horn of Africa is too hungry and torn by strife to do much thinking about early democratization or establishment of a market-oriented economy.

in Europe. A return to totalitarianism in that region would pose a direct threat to the security interests of America and its allies. So the sizable increases in technical and humanitarian assistance to America's former adversaries, as proposed in the president's budget, make sense.

Other Comment

A Healthy Turnaround

That NASA report on the surprisingly rapid deterioration of the ozone layer over the Northern Hemisphere was followed by a similarly rapid turnaround in Bush administration attitudes. Atmospheric scientists have complained since the early 1970s that chlorine- and bromine-based chemicals were stripping the Earth of its protection from harmful ultraviolet radiation.

Despite the magnitude of their needs, these countries have had trouble winning the full attention of the United States and the world's other major relief donors, which remain more preoccupied with the former republics of the Soviet Union and with Eastern Europe. It hardly seems fair.

Lessons for Ex-Soviets From Ex-Satellites

By Stephen B. Heintz and Krzysztof J. Ners

PRAGUE — Experience with aid to post-Communist Poland, Czechoslovakia and Hungary provides guidance for the huge effort that will be required to aid the new Commonwealth of Independent States.

habit as much as macro- and microeconomic policy. Development of a pervasive entrepreneurial culture will take years. Aid should focus on helping recipient countries to become increasingly capable of recovery through their own efforts.

Normally such help is made conditionally, tied to progress on key economic policies. The unprecedented risks associated with the collapse of the former Soviet Union challenge standard procedures. New terms of conditionality need to be defined.

The Right Stuff in Berlin and the Desert

By Graham Sharrman

LONDON — The international effort to aid the members of the Commonwealth of Independent States is a paltry gesture, particularly when compared to the Berlin airlift or the supply and logistics behind Operation Desert Storm.

of cargo was brought in by sea. The contrast to the current effort is stark. The United States has flown or scheduled some 160 missions. Germany has flown more than 600 missions since October and promised an additional 300.

Each general controlled the entire process. Such "lead to end" control was essential because in both operations, supplies came from several nations. In Berlin and the Gulf, politicians set clear goals, then military professionals were left to carry them out.

Whatever They Say, Bush Has Serious Problems

By David S. Broder

GROFFSTOWN, New Hampshire — Whatever "spin" the White House puts on the New Hampshire primary returns, there are two unmistakable signs that George Bush faces serious political problems this year.

Mr. Reagan had when he was warning up the crowds in Mr. Nixon's losing 1960 and 1962 races. In both cases, the supposed star of the show was so overwhelmed in personality and presence by the "second banana" that he was pushed not aided, by having him along.

traveling salesman. "Bush needs to pay a little more attention to the economy," he said. "He's pumping some help into New Hampshire now, but it's short-term. Band-Aid stuff, not long-term plans. I'm on the road a lot and we need to rebuild the infrastructure of this country."

Real Life Is About Making Things

By Richard Reeves

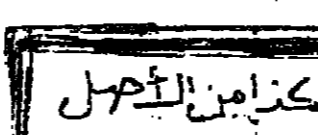
LOS ANGELES — Above all, the United States of America is a middle-class nation. It is the triumph of the middle class. First, countering the divine right of kings and the worldly wisdom of the 19th century, Americans proved that the middle class could govern itself.

them, including me, did not have the vaguest idea of what was really going on — not a clue — which was the strangling of the middle class. On both sides of the microphones and tape recorders, we thought the critical issue was stopping the Communists by praying in school or something like that.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO
1892: Strikes in Italy
ROME — A small but very noisy meeting of the unemployed was held today [Feb. 18] and violent speeches were delivered.

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Note for the Beyond
In the Gulf: What Might Have Been
By Frederick Bonhart
BRUSSELS — Wars, once started, usually have unforeseen consequences — but they must be seen through to the end.



مكازم الأهل

Vote for the One Who Sees Beyond the U.S. of Only

By A. M. Rosenthal

NEW YORK — Can you believe it? Some reporter, not even an American, had the gall to stand up in New Hampshire and ask the candidate a question about foreign affairs.

The fellow wanted assurances that America would continue to have a role in the world. Well, of course, the candi-

they actually ever had to face "foreign" affairs in the White House.

But from the day after election, President Whoever will have to deal with such "foreign" matters as:

How to prevent the collapse of communism from becoming the collapse of hope that might create new dictatorships — and good-bye peace dividends. Should America fight Saddam Hussein, leave him alone, or craftily arm new dictators to oppose him, so it can fight them some day?

Nuclear proliferation — anybody got any real plans? And any program for getting the Chinese Communists out of the missiles-to-Mideast trade or for stopping their convict labor from undercutting American workers?

Germany, Japan and the logical coming economic alliance between them — any interest, Mr. Candidate? And how long can Americans think of Latin America only as the source of drugs, and refugees of the wrong color?

In the last Democratic debate only one "foreign" question was asked — a loaded one about whether Boris Yeltsin or American workers should get \$10 billion if they asked at the same time. (Only Jerry Brown got it right: A country that can afford hundreds of billions to patch up the bank scandals can afford a little help to both Mr. Yeltsin and the American worker.) In their summations, all five ignored world affairs.

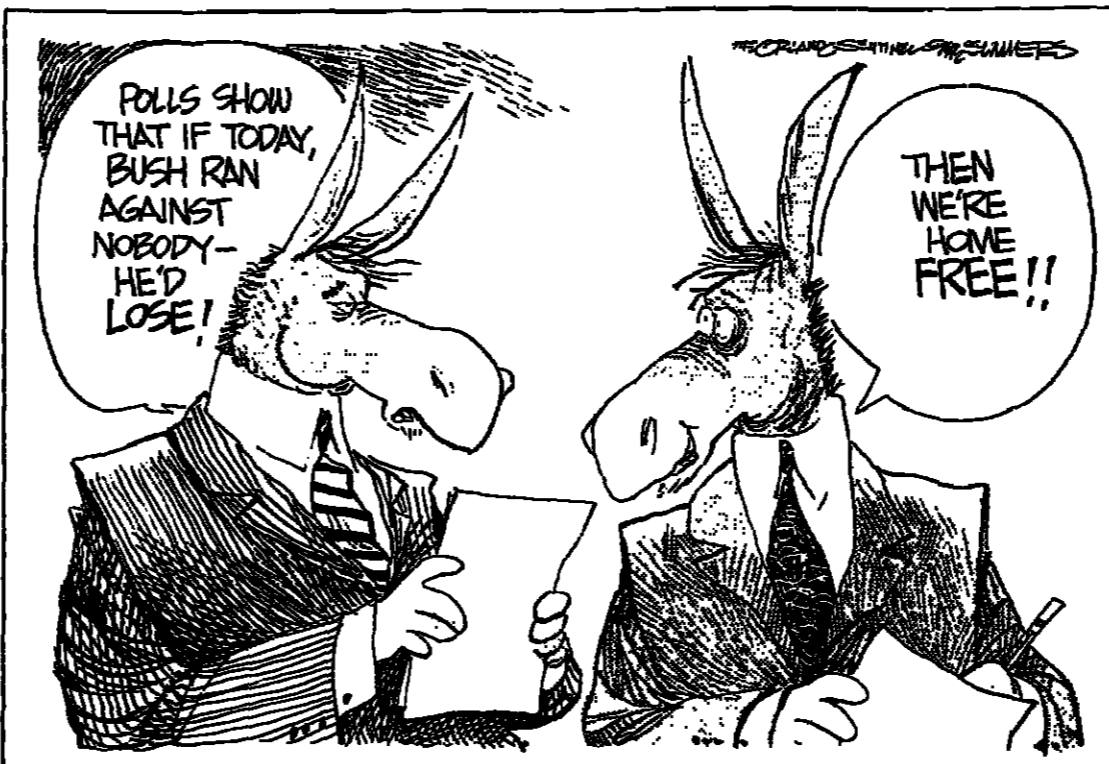
But the truth is that, excluding Mr. Buchanan, six candidates come out of the tradition of their parties, and country, that America is for better or worse now and forever a part of the world, and must deal with that reality every day.

Yet all six have talked, frightened or fooled themselves into believing that in this one election American voters have become too stupid to understand that "foreign" affairs have cost Americans more lives than all recessions put together and can again turn Americans into the stupid.

Suddenly we Americans also are too stupid to understand the economic bottom line of foreign affairs — that imports and exports in decent balance are the only hope for the jobs that the politicians keep promising.

The candidates run from the world. The one who understands he can run but can't hide, and turns to say so — that's the one worth electing.

The New York Times



LETTERS TO THE EDITOR

Feminism vs. 'Womanism'

Regarding "With the New Womanism, Equality Comes Naturally" (Opinion, Jan. 28) by William Safire:

Mr. Safire finds it heartening that Hillary Rodham, a lawyer who originally chose to keep her name after marriage (presumably out of principle), gave in and took her husband's name when it became apparent that Arkansas voters would not accept a man whose wife did not use his name. As Mr. Safire gleefully put it, Ms. Rodham, now Mrs. Clinton, "learned plenty from that early slapping-down by the Arkansas electorate."

Implying that only someone who was "ardently feminist" (whatever that means) would keep her own name, Mr. Safire fails to recognize that thousands of women make that decision every year — some because they are feminists, others simply because they see no reason to suddenly give up a name that is familiar, that is dear, that is a part of them.

Mr. Safire evidently cannot understand this — as a man, he has never contemplated the possibility of being asked to abandon his name.

CAROLE J. PETERSEN, Hong Kong

I am a 27-year-old feminist (not, in William Safire's phrase, a "new, natural womanist") who is dismayed by some of the one-sided commentaries on feminism I have seen lately.

I too have disagreed more than once with Gloria Steinem, Patricia Ireland and Jane Fonda, but I have never regarded any of them as a spokesperson for the complicated and diverse movement feminism has become. To pronounce feminism dead, as Sally Quinn does ("The Death of Feminism as We Have Known It," *Meanwhile*, Jan. 22), because of Jane Fonda's change of heart, is to show ignorance and contempt for all that feminism has accomplished since it first became a force in American politics. In this era of single-parent families and educational crisis, when rape and sexual abuse and harassment continue to be serious problems and women's earning power remains well below that of men, we all need feminism more than ever.

AMELIA J. SANDY, Tokyo

Regarding "If the Women Behind Them Are Better, Vote Them In" (*Meanwhile*, Feb. 11) by Anna Quindlen: Presidential campaigns lure us, more

or less subtly, to "vote for the couple."

Yet it is the husband who gets the Oval Office and the wife who gets the gag order. I, for one, still remember Barbara Bush's early views on abortion and gun control — before she was told to play granny to the nation.

Meanwhile, I may vote for the Clintons — and I won't even mind if Hillary dumps the bimbo after she gets elected.

SUSAN RICHARDS, Combloux, France

Shadows of Prague's Past

Regarding the *New York Times* editorial "We Are Not Like Them" (Jan. 8):

This editorial casts Czechoslovakia's "lustration" law — which would bar former Communist officials from employment in government or managerial posts for five years — in a negative light. But East Europeans know that a former Communist or KGB member can easily be placed in a position of trust or an important state post if a threat to democracy such as Americans have never faced.

VELSELIN PETKOV, Sofia

Kind Words and Evil Eyes: Adventures of a 'Lehona'

By Jeanne Bourne

ATHENS — Pregnant women create a quite a stir in Greece. They are the objects of the most attentive care and utmost respect. Mothers with babies and young children also rate special attention.

But the 40-day period after the birth remains shrouded in superstition. The

front door to the baby's room. Any compliment directed toward the baby should be followed by a "poo-poo" spitting gesture to ward off the "eye."

A baby surely has been "eyed" if it won't sleep, continually cries or loses its appetite. A new mother knows someone has eyed her if she suddenly breaks out in tears, argues with her husband or gets headaches. Fortunately many people have been "trained" to counteract the eye. The most common method is a gesture that looks like a yawn. For believers, however, it works wonders. It is vital not to thank the person for de-eying you.

Shortly before the 40th day, the *lehona* takes the infant to the neighborhood church to be blessed by a priest. The mother is then free to go about her business in the outside world. I understand that special 20-day dispensations are given to working women or those with no nearby mother-in-law to do the shopping.

While I had heard of some of these customs, I had no particular intention to abide by them. I went for a walk, leaving my week-old infant in the care of her grandmother.

As soon as I stepped outside, the butcher came running from across the street to congratulate me on my new baby with the traditional greeting, "Let it live." He quickly added, "You are out a little early, eh? The watchman on the corner was too stressed to greet me. He just stared at my face, then at my flat(er) abdomen with a puzzled expression. "Wasn't she? ... No, couldn't be."

Later I was struck with a slight headache and a terrible case of the blues. My mother-in-law cussed her tongue and gave a knowing nod. It must have been the butcher's barren wife, whom she had seen peering at me with envious eyes. It just goes to show: The paper napkin concoction doesn't work.

Jeanne Bourne is a new mother and a free-lance writer based in Athens. She contributed this column to the *International Herald Tribune*.

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ON MY MIND

date was ready for a character like that and with pleasure let him have it.

"My friend," he said, "this campaign is not about the outside world. It is about the U.S.A."

The candidate happened to be Patrick Buchanan, but it could have been said by the Republican challenger or any of the five Democratic candidates, and it reflected the tone of the New Hampshire campaign. World? What world?

For Mr. Buchanan, that is logical. He is selling America First. He is tough enough and shrewd enough to keep that same phrase used in the 1930s and '40s by American isolationists who tried to block the struggle against Hitler — very special people, like the Reverend Charles Coughlin, the nasty radio propagandist, or Charles Lindbergh and the more open hate-peddlers like Gerald L. K. Smith.

America First means America Only. Fine, for Mr. Buchanan.

But what is the excuse for the others for buying the pollsters' line — the insulating line that Americans, who from the second decade of this century entered into the world with more responsibility, courage, generosity and understanding of national and personal self-interest than any people on earth, have suddenly become stupid and cowardly lions incapable of comprehending that their jobs, health and safety are tied to what happens in the rest of the world?

George Bush does touch on the world once in a while. Trouble is, he routinely claims victory in the Gulf and credit for the defeat of communism, neither of which is exactly so. He seems embarrassed about his interest in the world. His handlers think that the whole thing is too Valley for the smelly voters to grasp.

He shouldn't worry. None of the Democrats or Mr. Buchanan seems interested in or capable of taking him on about the subject. They might have to give some real clues about what they would do if

ADVERTISMENT INTERNATIONAL FUNDS Feb. 18, 1992. Table listing various international funds with columns for fund name, ticker symbol, and price. Includes sections for AMERICAN FUNDS, FOREIGN FUNDS, and OTHER FUNDS.

ADVERTISING SECTION

INTERNATIONAL FRANCHISING

Recipe for Success: Filling New Niches With the Help of Tried-and-True Methods

Move over, McDonald's! Armed with marketing and managerial expertise honed in their fiercely competitive home market, U.S. franchisors of goods and services ranging from auto parts to weight-loss clinics are expanding their entrepreneurial horizons and taking their franchises on the road.

Facing near-saturation in a domestic franchise market that has grown from \$365 billion in 1981 to \$767 billion last year, all segments of the booming U.S. franchise industry are aggressively moving into East Asia, Western Europe and Latin America.

From 1971 to 1988 alone, U.S.-based franchisors that expanded abroad increased over tenfold, from 3,365 units to more than 35,000 units. Several of the new franchisors that are expanding most aggressively outside of the United States are scarcely better known at home than in foreign territories. In fact, most growth in U.S. franchises abroad is not in the big names like Kentucky Fried Chicken, Hertz, Holiday Inn or Radio Shack, but in small and mid-sized franchisors. What they do have in common is business expertise. A recent survey found that 35 percent of franchisees polled had held jobs as corporate managers. The lingering recession is hurting many more corporate dropouts.

In the United States, the average initial investment is about \$140,000, of which \$20,000 goes toward the franchise fee, with 2 percent to 6 percent of gross sales paid to the franchisor as royalties. Franchising in the United States now accounts for over a third of all retail sales, but by the end of the century, forecasters pre-

dict, it will take up 50 percent of the market.

In Europe, by contrast, franchising is still a relatively new concept. Even in Britain and France — by far the most franchise-developed European countries — it accounts for only about 10 percent

Some of the fastest-growing franchises: health, fitness, videos and home help

of all retail sales. But the International Franchise Association (IFA) has assumed that economic unification and more relaxed cross-national regulations will result in a boom for franchisors across the Continent, a process that began in 1988 with the EC's approval of a block exemption regulation for franchising that codified competition policy. The elimination of technical barriers, and especially the recognition by the EC of local standards (as long as they satisfy EC minimums) will also help American franchisors establish their products and services. Last year, franchises in all EC countries reached annual sales of \$6.3 billion.

Even Eastern Europe presents new opportunities. IFA representatives have met with government agencies responsible for small businesses in Czechoslovakia, Poland, Hungary and the former republics of the Soviet Union.

In Asia, U.S. franchisors are making rapid inroads. Jack-in-the-Box, for example, opened its first fast-food restaurant in Hong Kong last year, with nine more planned. Medicine Shoppe International has received approval from the Taiwanese gov-

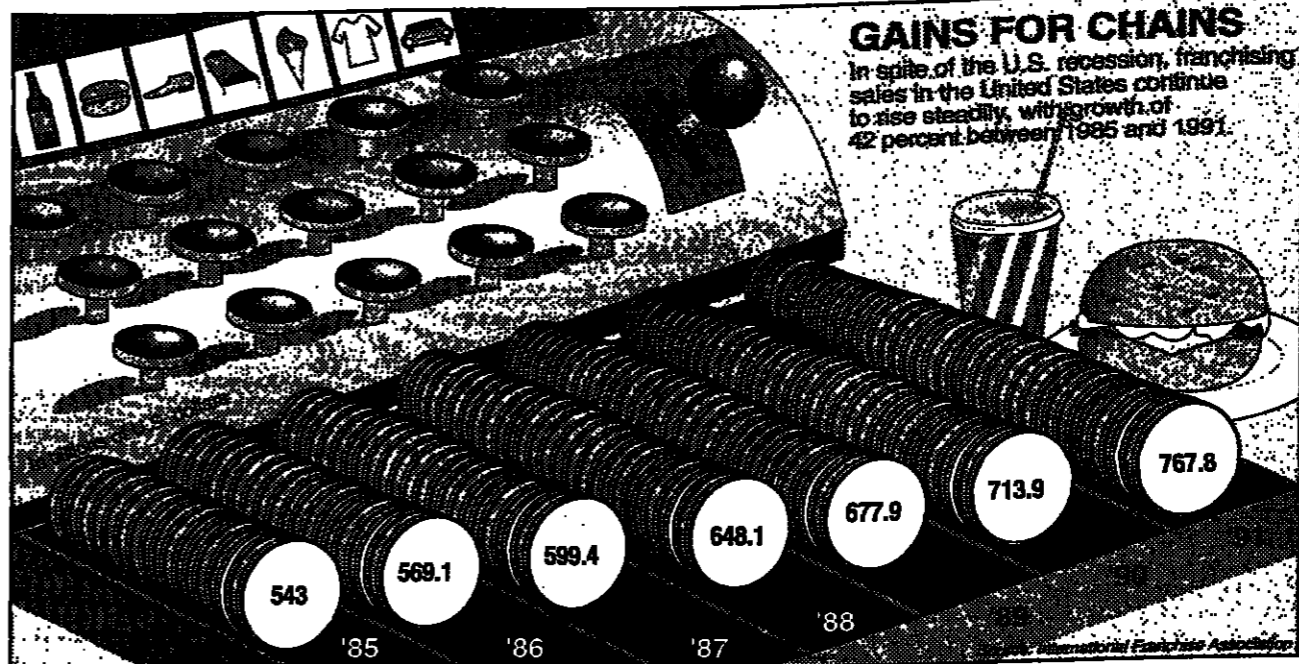
ernment to begin franchising the Pacific Rim — its first expansion abroad. Taiwanese distributor Pro-Healthcare International Co. Ltd. will oversee local franchises.

In the United States, the fastest-growing franchises have come a long way from the traditional franchise businesses: fast food; business services (photocopy machines, temporary personnel); drugstores; clothing shops; specialty food stores; and travel services (including car rentals and hotels). Instead, much of the growth has come from entrepreneurs who have found new niches to fill. Among the most successful are temporary domestic help, computer sales and services and videocassette rental and sales.

Perhaps one of the most overlooked franchise segments is car accessories and maintenance. Ziebart Tidy Car, which oversees 400 U.S. franchises out of its suburban Detroit headquarters, began as a rust-proofing service in the 1950s but has expanded to detailing, fabric protection and car and truck accessories. Ziebart is already in 42 countries, with the purchase three years ago of Tidy Car, which had a solid European franchise base.

Ziebart itself has been branching out overseas since the 1960s, and now has franchises in Asia, the Middle East and South America. Bob Markey, the director of international market development, foresees the largest growth in Europe, especially given the relative lack of competition there from similar franchisors. (Customized cars and private pickup truck ownership are still new concepts on the Continent.)

Business services are also growing steadily abroad. Leadership Management International's Success Motivation franchises act as trainers or consultants for client services such as time management, sales training and leadership. Similar to Dale Carnegie, the franchise has expanded to 60 countries. With European businesses eager to adopt



American management training methods, "Europe is very ripe," says Randy Schlecht, who oversees development out of the Waco, Texas headquarters. "In Western Europe, as international markets open up, the competition is becoming more fierce; consequently, the productivity of the human resources of a company is vital. With downsizing or lightsizing, you need to get more production out of fewer people."

Sir Speedy business printers joins other firms such as Kwik-Kopy Corp. (called Kall-Kwik in Britain). According to Don Lowe, Sir Speedy's president and chief executive officer, the need for specialized business services is driving a "second wave" of international franchising, following fast food and travel services. Sir Speedy already has operations throughout North and South America, Europe and the Pacific Rim; International Development Vice President Ken Ross expects most growth — 250 overseas centers in five years — to come from Latin America and Europe.

Late last year, Sir Speedy Europe was formed with Fasprint de España to establish over 200 centers in Europe over a 10-year span. Fasprint de España is converting 47 Spanish printing centers into franchises. Managers are being trained at Sir Speedy's International Training Center in Southern California. In Brazil, book publisher Arnaud Torres also signed an agreement late last year committing to 50 franchises within five years; another agreement in Mexico will add 25 centers over five years.

Major U.S. franchisors are hardly sitting still, of course. Domino's Pizza has been working with Continental Bank to provide franchisees with loans in the British Isles, where Domino's has been expanding aggressively.

Domino's also entered an agreement with Mobile Food Invest to open 21 outlets in and around Paris within five years, adding to the 10 Parisian outlets Domino's has already signed.

Dunkin' Donuts has been busy in the United States digesting the acquisition of its largest competitor, Mr. Donut, early last year. But the giant (over 2,000 outlets) break-

fast-pastry purveyor is now targeting non-U.S. markets. Having already established a solid foothold in Southeast Asia (219 outlets, of which 106 are in Japan), Claude Joussemet, the director of international marketing, is focusing on South America and Europe. "Europe has a lot of potential," he says. Although South America presents risks from inflation and politi-

cal turmoil, the product has been very well-accepted in Colombia and Brazil. In the end, Mr. Joussemet warns, no amount of research can prepare a franchisor for success or failure in a given market. "You never know these things until you do them," he says. "On paper, you check the countries, then you're unexpectedly surprised."

Steve Weinstein

World's Fair of Franchising

More than 500 franchises are preparing to meet more than 50,000 visitors at the International Franchise Expo (IFE) in Washington, D.C. April 10-12, 1992.

The first IFE in North America is being called the "world's fair of franchising" and promises to be the largest gathering of franchise opportunities in the world.

"We are bringing together franchisors and potential franchisees from many different countries," says Nick Helyer, president of the International Franchise Association, Expo Division. "The IFE provides the opportunity for prospective franchisees to shop the franchise market, whether they are looking for individual franchise opportunities to buy or they desire master licenses or joint ventures."

The array of franchise opportunities is vast, with representatives from franchises offering packaging, legal services, employment services, computer technology, auto rentals, document restoration, carpet dyeing, floral arranging, solar heating, party supplies, picture framing, bungee-jumping, hotels and haircuts.

Visitors will have the opportunity to meet representatives from prominent, nationally known franchises whose populari-



Everything but licenses for cherry blossoms.

ty has made them household names. Burger King, Subway Sandwiches and Salads, KFC, Hardee's and International House of Pancakes will be there, as well as other well-established franchises like Mr. Minibind, Archadeck and Goodebodies.

The IFE will also feature a series of free seminars on "must-know" subjects when considering the purchase of a franchise. They include choosing the right franchise, investigating a franchise opportunity, preparing a business plan to buy a franchise and the legal implications of owning a franchise. Special in-depth seminars and workshops of a more

specific nature will be given addressing the needs of minorities, veterans and people wishing to franchise their own businesses. The government-funded Small Business Administration will also be offering seminars on business start-up.

A Franchise Supplier Section has been set aside for suppliers such as franchise consultants, lawyers, accountants, financiers, equipment manufacturers and others who offer products and services to franchise companies. For more information, contact the IFE at 1133 Louisiana Avenue, Suite 211, Winter Park, Florida 32789 USA.

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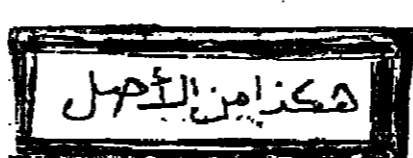
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Hopes and Fears in East European Market

Franchisors in the European Community are looking forward to a decade of booming sales. The 1993 single market and the opening up of Eastern Europe will give an extra impetus to an already prosperous franchising sector.

Already, 10 percent to 15 percent of all retail outlets in the EC belong to franchisors. As the countries of Eastern Europe move toward market economies and the European Free Trade Association countries begin to work with the EC, the space for developing franchising is growing rapidly. "These changes can only work in our favor," says Ton Vervoort, president of the European Franchise Federation.

In Western economies to be ready for franchising. "Strange as it may seem," adds Mr. Vervoort, "the problem with working in Eastern Europe isn't that of finding candidates with enough hard currency to pay for a franchise. The principal difficulty tends

Candidates for franchising in Eastern Europe tend to have money and are familiar with Western law. But it is in the practice of running a franchise that they risk failing. "Franchises of all kinds depend on well-established distribution to satisfy

their customers regularly," says Mr. Vervoort. "In Eastern Europe, businesses are accustomed to irregular distribution." For an entrepreneur in Eastern Europe, it is not uncommon to spend a week waiting for products to arrive. "Businesses there have to learn that you can't build up a franchise on that basis," Mr. Vervoort says, "because the days in which there will always be a line

The legal problems that were raised by franchising have largely been solved

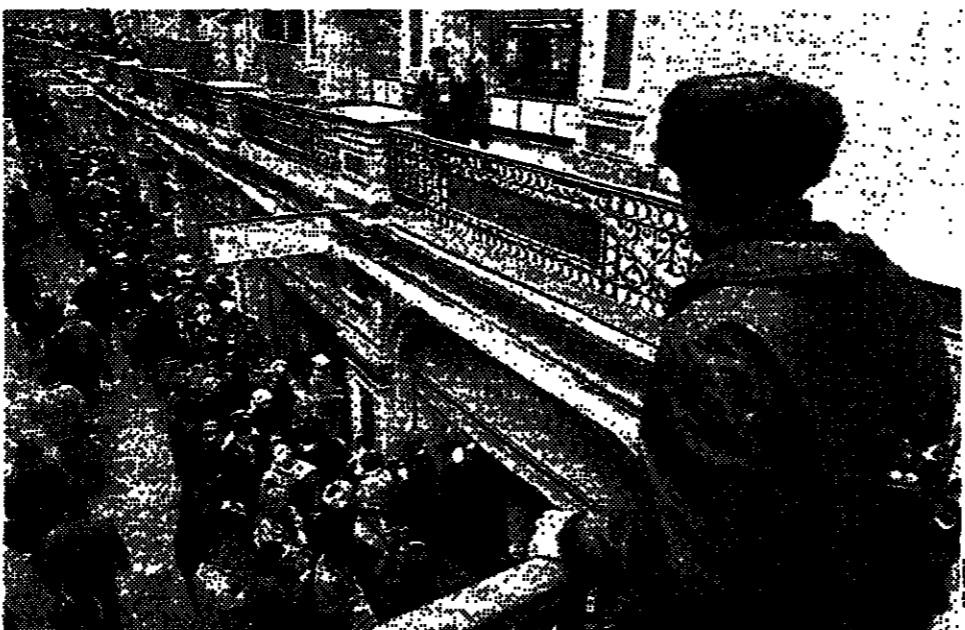
to be getting them to run the franchise along Western lines." This explains why Romania and Bulgaria — both countries with economies that analysts call "underdeveloped" — have both put in requests with the European Franchise Federation to create local franchising associations.

Experts point to a number of positive developments in bringing franchising to Eastern Europe. The legal problems created by the franchising arrangement have largely been solved. "In Hungary, for example, business law, as it is set out in the German law books, has been adopted entirely," says Hans Lang, president of the Deutscher Franchise Verband (German Franchising Association), many of whose members are already exploring the possibilities in Eastern Europe.

Mr. Vervoort predicts that the fall of border controls in the EC will lead to the creation of pan-European franchise chains, of which there are currently few examples. "We have the advantage of extremely liberal legislation governing franchising," Mr. Vervoort says. "As a result, there is little to hinder our expansion."

Franchisors are already present in the seven EFTA countries — Austria, Finland, Iceland, Liechtenstein, Norway, Sweden and Switzerland — which have previously stayed out of trade pacts with the EC. "The EC-EFTA accord will simply provide easier access for our franchisors to these markets," Mr. Vervoort says.

The former East Germany provides a good example of how quickly franchising can move into these new markets. There are already 2,500 franchise outlets there, according to the European Franchise Federation, and the market is expanding fast. But the situation in Eastern Europe is more complicated. Clearly, franchising offers great advantages to East European entrepreneurs, because it allows them the chance of working with Western partners in a clearly defined, well-tested scheme. As a result, some East European countries are already preparing for franchising. Others are still in the process of transforming a Communist legal system into a market-oriented one and are not ready for franchising. Others lack entrepreneurs with a sufficient cultural background



of consumers outside the store are numbered." Then, the notion of providing good service is alien to businesspeople brought up under a Communist system. Analysts point out that service has always been undervalued in Communist countries, where it is considered much less important than production. Because franchises are almost invariably retailers for goods that are produced elsewhere, it is difficult for Eastern Euro-

peans to understand the notion of providing uniform products and service that is bound up with franchising. Certain kinds of franchises are particularly popular with East European entrepreneurs, especially those that depend more on business services than on consumer services. Professional cleaning is one example, and activities like maintenance and refurbishment are also of great interest, according to Mr. Lang of the Deutscher Franchise Verband. "Small laboratories for developing photos, or medical and dental work are also popular." Still, as Mr. Lang points out, any franchise activity offering the means to get into business is likely to prove attractive to East European candidates.

Even in the face of diffi-

In Search of the Perfect Partner Abroad

With more than 3,000 franchise companies in the United States alone, opportunities would appear to abound for those who wish to acquire the expansion rights in another country for one of these companies.

According to a recent survey, however, fewer than 600 of U.S. franchise companies indicated the desire and ability — either financially or operationally — to expand internationally, so the opportunities are fewer than they appear. In addition, these companies are selective. The most sought-after companies find there are more prospects than there are international franchise licenses to be awarded, so the process of purchasing the rights to certain companies is competitive.

"It's axiomatic that the most important decision a franchisor can make is the choice of his partner," says Philip F. Zeidman of Brownstein, Zeidman & Schomer, a Washington, D.C. law firm that specializes in international franchising. "This is true at home and abroad, and it may well be the difference between success and failure of the relationship."

What do franchisors seek in their foreign partners? In general, Mr. Zeidman says, American franchisors look for the following in their master licensees: knowledge of the target market for expansion; familiarity with local laws and regulations and, for some franchises, real-estate opportunities; contacts with potential suppliers and/or customers; language capabilities to avoid cultural barriers; and the desire to accept guidance from the franchisor.

Most franchisors in the United States prefer to sell master licenses in foreign countries as opposed to arranging joint ventures. The master licensee generally pays a fee in return for the right to develop the franchise network in a given country. In addition, the master licensee must have the financial wherewithal to market and sell franchises locally and support the franchisees, who in turn pay a fee and an ongoing royalty. The master licensee usually shares a small percentage of the royalty with the original franchisor, who continues to provide support to the foreign partner.

Several franchisors who will market their master licenses in Germany and the Netherlands March 9-13 as part of an International Franchise Association trade mission to those countries recently discussed their criteria for selecting their franchisees. Robert Phillips, president of Steamatic, a company that cleans carpets and draperies as well as air ducts, says: "We want a partner with business acumen as well as someone who will be completely de-

voted to expanding Steamatic in their country. It's also important for our partner to have contacts with the people who own buildings and businesses, because we are a business-to-business service." Steamatic operates franchises in Japan, Hong Kong, South Korea, Indonesia, Mexico and Canada, and now plans to enter the European market.

Kaaydah Forrest, president of Ceiling Doctor, a company that has cleaned 75 million square feet of ceiling tiles, says she looks for a partner who has "staying power." She compares her franchise license to a marriage contract. "We want a partner for the long term," says Ms. Forrest. "We look for someone who can work with us. That comes first. In Germany, for example, all our prospects except one could speak English. We sold to the one who spoke only German because he demonstrated the ability to cooperate with us. A common language is not as important to us as the right person." The Ceiling Doctor master licensee in Germany sold 65 franchises in one year. "We definitely selected the right person," says Ms. Forrest. Ceiling Doctor also operates franchises in Japan, Mexico, Hungary and Ireland.

Laura Tremaine of Perma-Glaze, whose fran-

chises refinish worn or damaged porcelain, fiberglass, ceramic wall tile, formica and cultured marble, says she looks for a financially strong partner. "We want a partner who can afford to market the franchises and then work with the franchisees to help them become successful. We also want our partner to understand that there's a great need for our service among hospitals, hotels, universities, military installations, business offices, apartment complexes and so on."

Pizza franchisor Kay Ainsely of Domino's has sold master licenses in more than 25 countries. "Pizza is a universal food," she says, "and wherever we go in the world there's a long list of prospective buyers. However, we're never in a hurry to sell a master license. We look for a substantial investor who will work within our proven operating methods, but who is also capable of helping us adapt our product to local needs." Domino's is one of America's most successful home-delivery pizza chains.

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In Berlin, Less Pizzazz but More Film

By John Rockwell
 New York Times Service

BERLIN — There are no starlets (well, maybe a few, but they're bundled up in cloth coats), no beaches and there is precious little French Riviera pizzazz. What the Berlin International Film Festival does have is films. Nearly 800 of them, of every conceivable type. Plus endless, earnest discussion about those films, and about film with a capital F.

The Berlin festival, also called the Berlinale, is now in its 42d year, and it has long since established itself as one of the world's most important film convocations.

As a market for highly visible, big-budget films, Cannes remains pre-eminent. But as a forum for the unusual, as a truly international film interchange, as an intellectual center and as a marketplace for films that for one reason or another don't or can't compete at the glamorous Cannes level, Berlin is exceptional.

With nearly 3,000 attending journalists and 8,000 film professionals, with a state-supported budget of about \$6 million, this is a very big deal indeed.

"The producer who's going for the big dollar, he's going to wait that extra three months and put his film in Cannes," said Dan Talbot, whose New Yorker Films has long been a major American importer of foreign films.

But a lot of independents do very well in Berlin. There may be less money, but it's a more sure-fire sale. And if you really like film, this is just a wonderful place to be.

The festival got under way Thursday night, with Andrei Konchalovsky's "The Inner Circle" about Stalin's film production, and continues through Monday, when the prizes will be announced. Chief among them is the Golden Bear, after Berlin's civic symbol.

"The Inner Circle," which opened in December in the United States, was an apt choice for Berlin, given the festival's long-standing position as a Western window for Eastern film.

The opening festivities came complete with a Russian balalaika ensemble and blaring trumpeters from the former Red Army. And the festival organizers achieved a touching coup by managing to import (sans passport, formalities were waived) 83-year-old Alexander Ganshin, whose story the film depicts.

Ganshin, white-haired, wild-eyed and tickled to be in

Berlin, assured the adoring audience that every aspect of the sometimes overwrought film was *pravda*, or truth.

"The Inner Circle" is among 25 films from 19 countries in the main competition. They were winnowed from 220 entries from 41 countries.

In addition to "The Inner Circle" (technically an Italian-Russian co-production released by Columbia Pictures), there are several Hollywood films, including "Dead Again," "Cape Fear" and "Grand Canyon," and two independent American efforts, "Gas Food Lodging" by the young Allison Anders and "Light Sleeper" from Paul Schrader.

In addition, "Bugsy," "Star Trek VI" and Woody Allen's new "Shadows and Fog" are being shown out of competition.

Berlin is exceptional as a forum for the unusual and a truly international film interchange.

tion, but with full publicity and the expected attendance of Warren Beatty and Allen.

This had led to grumbling in the German press about a "Hollywood takeover," a charge that Moritz de Hadeln, the overall festival director, dismisses peremptorily.

"The German journalists know nothing about American film," de Hadeln said. "They lump together Hollywood productions and New York productions and independent productions." Besides, he added, the actual number of American films is no higher than usual for Berlin.

What is clear is that the quantity of East European films has declined. This might seem odd, given the new freedom of exchange with the East.

In fact, the Berlin festival has obtained a healthy selection of East European films for years (including films from the former East Germany, partly because there was no competing East Berlin Film Festival).

Now, while there is some nationalist vitality in the non-Russian former Soviet republics, the collapse of the state film industries and the desperation of daily life in Eastern Europe has led to a crippling drop in film subsidies and attendance. Ticket sales are down 50 percent in Hungary, for instance, according to Variety.

There are no Italian films in the main competition this

year, nothing that anyone seems very excited about from Germany and a healthy representation from France.

France's strength is no doubt partly attributable to its governmentally encouraged system of support for films on every level. But Germany lavishes money on its filmmakers, too: \$120 million annually.

"Everybody is beginning to wonder what they are doing with all that money, with so few films coming in," de Hadeln conceded. "My own theory is that the country has been through such extraordinary political changes that maybe filmmakers need some time to digest and react. After all, it takes two years to plan and make a feature film."

But as one quickly discovers upon arrival in Berlin, the competition is but one small part of the overall festival activity.

Indeed, in the festival's first three days, only one competition film really stood out — the Australian "Last Days of Chez Nous," by Gillian Armstrong, a family drama with performances by Lisa Harrow, Kerry Fox, Miranda Otto, Bill Hunter and Bruno Ganz) fully as vibrant and touching as those in such previous Armstrong films as "My Brilliant Career" and "Starstruck."

Otherwise, competition entries tended toward spongy Euro-collaborations lacking in strong personal or national identity. There was a German exercise in nostalgia, "Gudrun," widely dismissed as sentimental; a Spanish-French historical epic starring the Italian Vittorio Gassman called "The Long Winter," and "Rien Que des Mensonges" ("Nothing but Lies"), a Swiss-French co-production with Fanny Ardant that suggested that all upper-class Parisians ever had 24 hours a day, is must about love in scenic settings.

De Hadeln's operation includes far more than the competition. There is the catchall Panorama portion of the festival, which has its share of competition-like films, but is not all pap.

There are many sexually challenging films, including the explicit "Tokyo Decadence Topaz," one of two Japanese films this year that explore sadomasochistic pornography.

There are also some low-key surprises, such as a double bill of the American David Van Taylor's "Dream Deceivers," a documentary about the Nevada trial in which the English heavy-metal band Judas Priest was acquitted of precipitating the suicide and self-mutilation of two teenage fans, and "The Red Bridge" by the young Luxembourg documentarist Genevieve March, about the impact upon an innocent village of hundreds of suicides from a soaring bridge above them.



Tom Hulce as the loyal Soviet citizen Ivan in "The Inner Circle."

LONDON THEATER

For New Plays, the Action Is on the Fringe

By Michael Billington
 International Herald Tribune

LONDON — While the West End confronts the recession with compilation-musicals, the Fringe continues to pump out new plays. In fact, the reputation of London theater increasingly rests on the small, neighborhood playhouses that remain obstinately devoted to living writers.

The most intriguing new arrival is James Saunders' "Making It Better" at the Hampstead Theatre. It aims to be two things: a Stoppanian comedy about political freedom and a scorching study of emotional betrayal. Using Prague's 1989 Velvet Revolution as his distant backdrop, Saunders is not particularly illuminating on politics

but probes the wounds of personal betrayal with surgical skill.

Diana, the play's heroine, is a BBC World Service producer whose life is intimately bound up with Czechoslovakia. After her husband leaves her on discovering that he is gay, she quickly takes up with a pair of Czechoslovak masters.

The first, Josef, is a dignified, middle-aged writer, and the second, Tomas, is a bisexual young biologist who happens to be her husband's former lover. It is Tomas who turns out to be the ultimate betrayer and natural survivor; he spies on London's Czechoslovak community for the Communists and survives into the new era thanks to the machinations of an influential father.

I take it Saunders's political point is that in Britain we take for granted the kind of freedom that is a life-and-death matter in Eastern

Europe; but it strikes me as strangely illogical to argue that, because other countries suffer repression, Britons should forfeit the right to grumble about their own government. But the play takes off when passion, rather than politics, spins the plot. Indeed, Saunders describes the aftermath of betrayal with agonizing honesty; Diana's husband breaks down unblinkingly at the loss of his boyfriend, jealous Josef is reduced to suicidal despair and Diana is stricken to discover her lover has been retailing their pillow-talk to the party. It is rare to find a British play so full of naked emotional candor.

Michael Rudman's production allows these moments of pain to burst through the deceptively light surface and gets strong performances from his quartet of actors: the eternally beautiful Jane Asher as the unchaste Diana, the an-

guished Larry Lamb as her uncloseted husband, the volatile Rufus Sewell as the traitorous Tomas and, most especially, David De Keyser as the instantly recognizable shabby émigré who combines Old World European courtliness with telltale holes in his socks.

Passion is also at the heart of Derek Walcott's "Viva Detroit" which the Black Theatre Cooperative is presenting at the Tricycle Theatre in North London. Walcott is best known as a major Caribbean poet. But he is also the author of about three dozen plays of which this latest, premiered earlier this year in Los Angeles, is a highly engaging comedy about the clash between Caribbean fantasy and American colonialism.

Set in his native St. Lucia, Walcott's play concerns an impassioned two-week affair between Sonny and Pat. He is a naive stud who offers highly personal, guided tours to solo female tourists under the slogan "Your vacation is my vacation." She is a high-powered photographer who buys property in St. Lucia and who offers to take Sonny back with her to the United States, even to his fabled dreamland of Detroit. But, as he tells her in a rare moment of realism, "You love me the way you love this island."

Under the guise of romantic comedy, Walcott has serious things to say about the clash between First World possessiveness and Third World dreams. But he says them with wit, grace and a good deal of sympathy for the individuals involved. Here they are neatly embodied by Steve Toussaint as the roguish Sonny and Mariena Mackey as the amorous Pat.

At the Bush there is a quirky

compelling, Duras-like first play from actress Maureen O'Brien, "The Cutting." It consists of a series of encounters between a child psychiatrist and an imprisoned woman who may, or may not, have murdered and mutilated her mother. The first 45 minutes, during which the prisoner maintains an obdurate silence, are riveting thanks to Stan Thomas's amazing ability to register emotion through



Thomas in "The Cutting."

every ocular twitch and to Paul Freeman's infirm, probing patience. The actual revelations when they come are a bit of a let-down but the acting remains first-rate.

But the most exhilarating experience of the week was watching a group of third-year students from the Royal Academy of Dramatic Art giving the European premiere of Kander's and Ebb's 1965 musical, "Flora, The Red Menace," at their tiny GBS Theatre. It is presented, as it was recently off-Broadway, as a rough 1930s federal theater project show; and I am just astonished that a musical that boasts good tunes and deals intelligently with the conflict between love and politics has been so long ignored. Back in 1965, it made Liza Minnelli a star. I hope it does as much for Josephine Gradwell who currently plays the militant heroine with vivacious relish.



Subir Banerji in Satyajit Ray's "Pather Panchali."

India's Unsung Director

By Edward A. Gargan
 New York Times Service

CALCUTTA — Slouched in his favorite leather armchair, a fine wool shawl pulled around his cloud-white cotton pajama-style kurta, Satyajit Ray peers around his familiar study, books and manuscripts stacked and crammed into sagging wooden shelves, a desk smothered with letters — many congratulatory epistles for winning an Oscar for his life's work — while an overhead lamp flickers momentarily as Calcutta's pernickety power supply seems to dither over what to do.

As he often does, he lets his fingertips play along the edge of his lips, almost as if he wants to sculpt each word, each thought.

In the streets beneath his genteelly shabby and rambling apartment on the third floor of what Indians call a "manshon," horns blare and trucks grind their gears as they try to navigate a maestro's of vehicles, people and ideas.

At such surprise, there seem to be more people, more slums, more garbage, more political rallies, all compressed into a metropolis of blackening buildings, moonspaced roadways and thick swaddlings of air pollution. Visitors shake their heads, wondering what can become of this city, once so grand and now often politely referred to as a hellhole.

"Calcutta? Where is it going?" Ray, 70, asks with mock weariness. "The same question has been asked for the last 50 years." He laughs loudly, a deep, euphonious rumble that almost jingles his china teacup. "It's heading. It's heading. Nobody knows where. But it's heading. Things are happening. People are buying tickets to see theater or cinema, going to concerts, buying books, going to the book fair — it takes place in all the big cities of India, but it is only in Calcutta that it is a total success."

It is always said that Calcutta is a place of poets and singers, novelists and dreamers. Taxi drivers and postmen, hotel maids and office workers all take up pens and compose and publish. Bengalis here think of themselves as better than other Indians, more intellectual, more thoughtful, less superstitious, less materialistic.

Their intellectual saint, Rabindranath Tagore, won the Nobel Prize in Literature. Now, their patron of the screen, Satyajit Ray, has won Hollywood's highest accolade for his moving pictures. The honorary Academy Award, announced here in various categories, will be presented March 30 at the annual ceremonies. The citation recognizes Ray's "rare mastery of the art of motion

pictures, and of his profound humanitarian outlook, which has had an indelible influence on filmmakers and audiences throughout the world."

Among directors who have been similarly honored are Akira Kurosawa, Hal Roach, Jean Renoir, Howard Hawks, King Vidor, Charles Chaplin and Orson Welles.

"I'm surprised," admitted Ray, a tall, lanky man who looks a bit like the silent, gaunt statues on Easter Island. "I'm surprised particularly because my films are not that well known in the States. They are much better known in Britain, Paris certainly, and even Japan. But obviously there is a certain section, in any case, who like my films. Anyway, it means a lot to me. It means a lot to me because I've learned my craft of making films by watching Hollywood films of the '30s, '40s and '50s. And I never went to a school. That was my school."

It is not only in the United States that Ray's work is scantily known. Here, few Indians will admit to having seen one of his films. No theater in India is currently showing a movie by him, and it is unlikely, despite the Oscar, that they will.

Like that of Bunuel or Renoir or De Sica, or Fellini or even Kurosawa, Ray's work is thoughtful, wrenching, uncomfortable, often distressingly quotidian in its explorations. Instead, India's theaters are filled with the commercial froth of Bombay's huge movie studios, what they call Bollywood, which churn out saccharine and predictable stories of love and violence.

Even in his beloved Calcutta, it is virtually impossible to find a showing of a movie by Ray. Every few years, for a week or so, a theater will run his latest endeavor, but despite this city's intellectual pretensions, his films rarely run longer. Partly, Ray says, this is because of the changes sweeping India, the pressures of work and, perhaps ultimately, television. "There are still poets and novelists and film makers and whatnot, but not as many as there used to be," he said.

It was in 1955 that Ray filmed "Pather Panchali," the first realistic look at life in the Bengal countryside and the problems people wrestle with, a picture far from the idealized notions of rural life portrayed in the commercial song-and-dance films taking hold now in India.

He completed two other films — "Aparajito" (1956) and "The World of Apu" (1959) — following the protagonist in "Pather Panchali" from adolescence to adulthood, through tragedy to a sort of spiritual renewal, from rural natives to glossy urbanism. Together, the three films became known as the "Apu Trilogy," and they established Ray as one of the world's finest directors.

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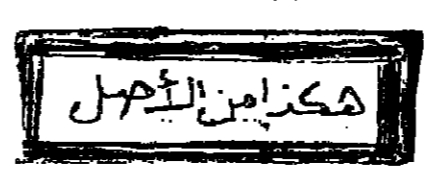
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MEDIA MARKETS

Investing for the Affluent Spawns New Magazines

By Geraldine Fabricant
NEW YORK — Hoping to capitalize on the recession-era concerns of the relatively well-heeled, two publishing ventures are spending millions of dollars to launch personal investing magazines. They are Worth, from the mutual-fund giant Fidelity Investments, and Smart Money, a joint venture of Hearst Corp. and Dow Jones & Co.

Both are aimed at affluent people who want more information about their personal finances than Fortune, Forbes or Business Week offer and more sophisticated investment advice than Money magazine or Kiplinger's Personal Finance Magazine provide. Smart Money is aimed at readers with household incomes of at least \$85,000 a year. Hearst and Dow Jones plan to spend about \$5 million apiece to start the magazine, according to an executive who has seen the development budget.

Smart Money and Worth aim at readers making upwards of \$85,000 a year.

Worth will court roughly the same readers as Smart Money's, investors 35 to 50 years old with household incomes of at least \$100,000. Fidelity's Capital Publishing Co. is moving more aggressively than Hearst and Dow Jones, investing \$15 million to start the magazine.

Why is there such a fascination with affluent investors now, in a white-collar recession, rather than in the booming 1980s? W. Randall Jones, chief executive of Worth, contends that with tougher times and the aging of the baby boomers, many people are reassessing their priorities. "In the 1980s, people were making and spending a lot of money," he said. "All of a sudden, tough economic times — converging with having kids and supporting parents — are grabbing us by the shoulders and saying, 'Hey, you have to get control.'"

He added: "There is a world of people who have been reasonably good at making money, extraordinarily good at spending it and not worth a damn at figuring out what to do with it for the long term. They need a magazine that has a sophisticated tone, but is not intimidating in looking at personal finance."

THE FIRST ISSUE of Worth, which reached newsstands on Feb. 4, has a cover article on "Wall Street Rocket Scientists," dealing with the creators of exotic new securities. Other articles discuss inheritances by baby boomers and financial styles around the United States.

Although Worth's ownership by a mutual-fund company raises questions about whether it can cover investing objectively, Mr. Jones asserted that the magazine would be editorially independent. Fidelity plans to publish six issues of Worth this year and 10 to 12 issues next year, with a cover price of \$3.

Although no copies of Smart Money are available yet, the magazine seems likely to take a similar approach to personal-finance coverage. Smart Money "is aimed at professionals and managers who have reached a stage where they have new or renewed interest in personal business issues," said Norman Pearlstein, executive editor of The Wall Street Journal, the flagship Dow Jones publication. "They have more responsibility, but they also have more money, and more choices about how to invest."

Hearst and Dow Jones are taking a cautious approach to starting Smart Money. The goal is that it eventually become a monthly. About 425,000 copies of the first issue will go on sale March 3, mainly on newsstands, with a \$2.50 cover price. The magazine is aiming for a national circulation of at least 500,000. Whether there is room for the two new magazines remains to be seen.

David Lehman, who runs his own magazine consulting firm, said he did not see the market for these publications, since many affluent people already rely on investment advisers and regularly read the personal-finance articles other publications.

But Bob Zach, senior vice president at the Chiat/Day/Mcjo advertising agency, is optimistic about the prospects for the two magazines. "By the time they are established commodities, the economy will be able to sustain them," he said.

U.S.-Canadian Spats Mar Trade Pact

By Clyde H. Farnsworth
New York Times Service

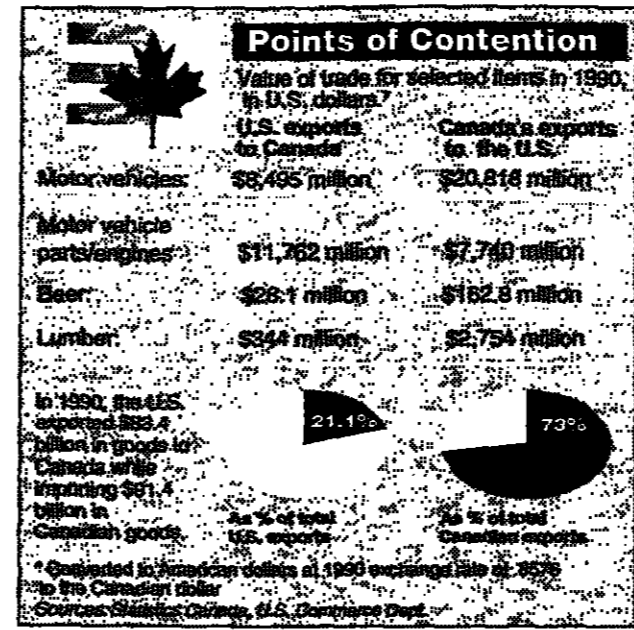
TORONTO — Despite a 3-year-old free-trade agreement, the United States and Canada are headed into a new phase of confrontation, accusing each other of protectionist ways in such industries as beer, lumber and cars.

Even as they negotiate with Mexico about expanding their agreement to include all of North America, the tensions are growing, heightened by political sensitivity about jobs lost through imports. The lingering economic slumps and approaching elections in both Canada and the United States add pressure.

Prime Minister Brian Mulroney has complained, "We're getting sidetracked by American Japan-bashing." One Canadian fear is that in response to complaints in Washington, Japan will shift to the United States investments it intended for Canada.

But for all the recent tough talk, many trade analysts say they expected the trade agreement to hold, even though either side can end it with six months' notice. U.S.-Canadian trade was worth \$200 billion last year, the greatest volume between any two countries, and many economists said the trade accord had been an important factor in increasing the volume. They also said the pact was beneficial to both sides.

Canadians are troubled by what they see as continued American harassment — complaints motivated by domestic politics — when they thought they had bought an era of peace under a trade agreement that would end all barriers by 2000.



ship with President Ronald Reagan and then with President George Bush would safeguard fair play by the United States. Now he is using tough language to criticize Washington. After the U.S. Customs Service ruled earlier this month that Honda cars made in Canada were subject to a special duty, Mr. Mulroney promised a "shin-kicking campaign" to get the ruling reversed.

Simon Reisman, who led the Canadian free-trade negotiating team, said recently: "The Americans are bastards. They're behaving like real thugs these days in protecting their interests." Mr. Reisman, now a private consultant, has long been critical of U.S. trade policy, but his on-air remarks, made in a newspaper interview here and widely reported in the Canadian press, underscores Canada's feelings of resentment.

The auto dispute began with a Customs Service complaint that Honda Civics assembled in Alliston, Ontario, lacked the required 50 percent content of parts made in North America to qualify for duty-free export to the United States.

A preliminary ruling now subjects those cars to a 2.5 percent import duty. The Alliston plant makes about 105,000 cars a year, of which 75 percent are exported to the United States.

The U.S. government also has threatened to impose punitive duties on Canadian beer. Stroh Brewery Co. and G. Heileman Brewing Co. brought a formal complaint that led to findings against Canadian beer-selling practices by the General Agreement on Tariffs and Trade, the

See TRADE, Page 15

3 Insurers Opt To Combine European Units

Compiled by Our Staff From Dispatches

LONDON — Royal Insurance, AMB and Fondiaria, which last year gave up a plan for large cross-shareholdings, said Tuesday they would pool most of their European insurance operations.

The companies said they were seeking to take advantage of the emerging single regional insurance market, but analysts said the plan was unlikely to help solve short-term problems at Royal Insurance Holdings PLC and Aschener & Mutschener Beteiligungs AG. Royal will contribute its Rodutch operations in the Netherlands to a new Luxembourg-based venture, to be known as EPIC European Partners for Insurance Cooperation SA. Eventually, each company is to contribute its European operations outside of its home country.

The first part of the deal will result in a net payment of £166 million (\$294.5 million) to Royal, giving its balance sheet a boost. Analysts said they expected the company to announce poor 1991 results and a big cut in its dividend next week. But they said the alliance would not stem losses at Royal, which has been suffering from weak results in Britain.

For AMB, the cash drain from funding the alliance comes at an awkward time, analysts said. AMB already has to pour money into its ailing Bank für Gemeinwirtschaft unit. A more acute problem is the French insurer, Assurance Générale de France, which has amassed a 25 percent stake in AMB without the German insurer's consent.

"The whole thing is a farce," said Angus Rumsden, an insurance analyst at BNP Securities in London. "Royal has its shareholders breathing down its neck while AMB has AGF breathing down its neck to cooperate with it instead of other insurers. So far, we haven't heard of anybody saying they will buy Royal shares. That's the key."

To finance the purchase of Rodutch, Royal, AMB and Fondiaria will each subscribe £59 million for EPIC equity. EPIC also will borrow £34 million. Royal said as part of the deal it will sell its Dutch life insurance company Royal Leven to Rodutch for £20 million.

Royal said the cash it is to receive would raise its solvency ratio, the expression of nonlife insurance premium income to shareholders' funds, by about five percentage points, to approximately 34 percent. It also will cut its debt-to-equity ratio by an estimated 11 percentage points, to 23 percent.

La Fondiaria Compagnia di Assicurazioni e Riassicurazioni SpA will contribute majority stakes in Portuguese insurer A Social Cia, Portuguese de Seguros and Italeria SA of Spain to EPIC, a Fondiaria spokesman said.

In January, Fondiaria said it would raise its stake in AMB by the end of March to around 20 percent from 5.8 percent. The Italian insurer has an option to buy an 18.8 percent stake in the German concern from Credit Suisse, which purchased the stock for £250 million from Royal in December. At the time of the sale, Royal said plans for three-way cross-shareholdings among the companies had been abandoned, but that their hopes for cooperation had not been affected.

(Bloomberg, Reuters, APX)

Sweden's Export Hopes Riding on New Jet Fighter

By William E. Schmidt
New York Times Service

LINKÖPING, Sweden — The first models of the JAS-39 Gripen will roll off the assembly line here next year, a lightweight single-engine economy fighter aircraft that Sweden hopes will become one of its hot new exports.

With the Cold War over, and most European military budgets shrinking, the Swedish government and some of the country's biggest industries are taking a calculated gamble. Despite rising production costs, they are pushing full speed ahead with plans for the Gripen, made by Saab-Scania AB, the automotive and aircraft conglomerate.

Swedish industries also are aggressively seeking markets for other high-technology military projects, from radar and torpedoes to submarines.

"No other small nation makes the same kinds of aircraft, submarines, missiles and radar we do," said Defense Minister Anders Björck. "It is a technology and an expertise that we must keep alive, if necessary, by finding new partners in Europe."

In recent weeks, Sweden's new, non-Socialist government said it was considering legislation that for the first time would allow Swedish companies to build military equipment with European companies.

In addition, there is talk about relaxing export prohibitions that until now have barred Sweden from exporting military equipment like the Gripen to such former Warsaw Pact countries as Hungary, Poland and Czechoslovakia.

For nearly six decades, Sweden's military policy was directly tied to its policy of political neutrality. Now Sweden is determined to increase revenues from exports of military material and technology.

Mr. Björck acknowledged that the short-term picture did not look good. But he said Sweden could not let its high-technology military industry go to seed, and he proposed the first increase in Swedish military spending in nearly two de-

cadres, a 5 percent rise intended mostly to acquire equipment for the army and air force.

So far, Saab-Scania has signed orders to make 30 Gripen, a single-seat combat plane half the size of the F-16 or F-18, for the Swedish

Air Force. The company and the government are negotiating over delivery of 110 more aircraft.

Early last week, Swedish newspaper reports said the cost of making the plane had increased to nearly \$10 billion, which could delay its production timetable.

Development of the plane suf-

fered a setback after a prototype crashed while landing in 1989. Test flights did not resume for 15 months, while experts determined what went wrong with its computerized controls.

Until now, Sweden has been able to interest only Finland in the plane. The Finnish Air Force is studying the purchase of 67 Gripen fighters.

Kai Hammerich, Saab-Scania's executive vice president for corporate communications and public affairs, said the plane filled a strong market niche in Europe, where small and medium-sized nations are looking for the most efficient use of their money.

"The JAS is relatively small, relatively inexpensive and designed

mostly for use as a multirole defensive aircraft," he said.

Airplanes are not the only expensive Swedish exports. Mr. Björck said that another Swedish company, Kockums, recently signed an agreement with Australia to jointly produce six submarines over the next 10 years, a contract worth nearly \$3.5 billion.

In Sweden, proposals to increase weapons exports still provoke sharp political debate, reflecting the legacy of political neutrality and the strict limits enforced in the past on export sales of military equipment.

Ingvar Carlsson, the former prime minister and the leader of the opposition Social Democrats, until

See FIGHTER, Page 15

CURRENCY RATES

Table with columns for Currency, Par \$, and other financial data. Includes sub-sections for Other Dollar Values and Forward Rates.

INTEREST RATES

Table with columns for Eurocurrency Deposits, Key Money Rates, and Asian Dollar Deposits. Includes sub-sections for U.S. Money Market Funds and GOLD.

Prosecutor Aids Nestlé In Offer for Perrier

By William E. Schmidt
New York Times Service

NIMES, France — A public prosecutor on Tuesday asked a court to punish Italy's Agnelli family by temporarily reducing its stake in Source Perrier SA, which would give Nestlé SA an opening in its 13.3 billion (\$2.4 billion) bid for the French bottled-water company.

The Agnelli and their corporate allies control almost half of Perrier's stock and oppose Nestlé's bid.

The court said it would rule on the prosecutor's recommendation on March 6. Nestlé had asked the commercial court of Nîmes to suspend for five years the voting rights in Perrier held by the Agnelli's Exor SA and two of its allies.

Nestlé claimed the Agnelli camp violated public disclosure rules by failing to disclose the size of its joint stake to French regulators.

Exor and two units of the French bank Société Générale — Omnicor SA and General SA — own 35.5 percent of Perrier's voting rights. Together with their ally Saint-Louis, the French sugar and paper company, they control 49.3 percent of Perrier.

The size of the stake held by the Agnelli camp makes it difficult for Nestlé and its French ally, Banque Indosuez, to gain control of Perrier. But the cut sought by the prosecutor would give them far better odds.

Laure Bourrel of the Nîmes prosecutor's office told a packed courtroom that Exor, Omnicor and General had misled regulators

concerning their joint stake and agreements linking the companies.

Ms. Bourrel rejected Exor's argument that a pact between the chairman of Perrier and Exor gave the Agnelli camp control of Perrier in 1987, two years before a takeover law took effect.

Exor and its allies, she said, violated the 1989 law, which requires an investor that raises its stake in a company to above one-third to bid for at least two-thirds of the concern's capital.

Ms. Bourrel said the law provided for an automatic suspension for two years of any voting rights held by Exor and its allies that exceeded one-third of Perrier's voting rights.

Ms. Bourrel recommended further penalizing Exor and its allies by reducing their stake to 20 percent from 35.5 percent for two years.

"For years there has been a will to mislead and an absence of sincerity," Ms. Bourrel told the court, saying the seriousness of the violations deserved harsh punishment.

Saint-Louis's 13.8 percent stake would not be affected by the proposed sanctions. A Paris court is to hold a hearing Feb. 25 on Nestlé's request that the transfer of Perrier treasury shares to Saint-Louis be annulled.

The president of the commercial court, Gilles Ray, did not indicate how he might rule in the case. But he said Exor's lawyers had provided no explanation why an alleged agreement between Exor and Perrier contained contradictory dates.

Genscher Plays Down Polls On EC Currency Worries

By William E. Schmidt
New York Times Service

BONN — Foreign Minister Hans-Dietrich Genscher said on Tuesday he was not worried about polls suggesting that a majority of Germans would like to retain the Deutsche mark rather than have a single European Community currency.

"I do not have the impression that there is resistance from the people," he said. "The opinion polls are an incentive for us to increase our efforts to explain the usefulness of the introduction of a common European currency."

A poll published in Der Spiegel magazine on Monday showed 57 percent of Germans asked were against the introduction of a single EC currency. Only 20 percent said they were in favor while 22 percent expressed indifference.

German newspapers and independent economists have expressed concern that a future common currency would not be as stable as the mark, one of the cornerstones of Germany's postwar prosperity.

OUR PHILOSOPHY OF BANKING GOES BACK 4,000 YEARS. Advertisement for Republic National Bank of New York (Suisse) SA, featuring an image of ancient Egyptian figures and text describing their banking philosophy and services.

MARKET DIARY

Uncertainty Erodes Dollar's Strength

NEW YORK — The dollar rose Tuesday but most of its gains came in early trading and it faded later in the day.

"It was a skittish day. The market wants to move the dollar higher, but there is concern about the central banks," said Bruce English, chief corporate dealer at Canadian Imp-

erial Bank of Commerce. The Federal Reserve and Bank of Japan jointly sold dollars at 128.23 yen Monday.

Also holding the dollar back late in the day were comments from the Bundesbank's vice president, Hans Tietmeyer, and the Fed's easing of bank reserve requirements.

The dollar closed Tuesday at 164.40 Deutsche marks up from Friday's closing 1.6320 but down from the opening 1.6458 DM.

The U.S. market was closed Monday for a holiday.

The dollar ended Tuesday at 127.935 yen, a little up from the opening of 127.800 yen and from Friday's 127.900.

CREDIT: Fed Eases Cautiously

(Continued from page 1) portant level of 8 percent, Reuters reported.

The bond market's reaction reversed what had been a 20-point gain in the Dow Jones industrial average, and the blue-chip barometer sagged back to close more than 20 points lower.

It was the first major change in reserve ratios for accounts since

N.Y. Stocks

Congress adopted the Monetary Control Act of 1980, although in December 1990, the Fed cut from 3 percent to zero the reserve requirements on some institutional deposits.

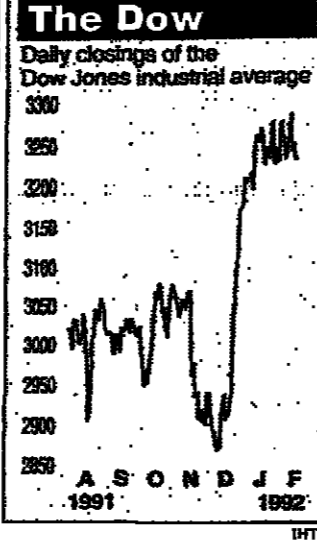
"I don't think this is going to turn the world around, but banks will take any help we can get to strengthen our balance sheet," said Robert Dedrick, chief economist of Northern Trust in Chicago.

"This is a response to demands for the Fed to do something. They have taken a very, very sharp scalped and are fine-tuning to a fare-thee-well."

The Fed chairman, Alan Greenspan, on Wednesday will give Congress the central bank's half-yearly report of its monetary targets, as he is required to do under the 1980 law. The action on reserve requirements will provide some defense against congressmen who may accuse the Fed of not doing enough to stimulate bank lending and ease the credit crunch.

But the bond market's very unfavorable reaction to the move Tuesday, nicely calibrated though it may have been, underscored the fine line Mr. Greenspan must tread.

Feb. 18



NYSE Most Active

Table with columns: Vol., High, Low, Last, Chg. for various NYSE stocks like Amgen, Amgen, Amgen.

AMEX Stock Index

Table with columns: High, Low, Close, Chg. for AMEX index.

Dow Jones Bond Average

Table with columns: Class, Close, Chg. for Dow Jones Bond Average.

Market Sales

Table with columns: NYSE 4 p.m. volume, NYSE 9 p.m. volume, AMEX 4 p.m. volume, AMEX 9 p.m. volume, NASDAQ 4 p.m. volume, NASDAQ 9 p.m. volume.

N.Y.S.E. Old-Lot Trading

Table with columns: Buy, Sell, Short for NYSE old-lot trading.

NYSE Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

AMEX Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

NASDAQ Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

Dow Jones Averages

Table with columns: Open, High, Low, Last, Chg. for Dow Jones Averages.

Standard & Poor's Indexes

Table with columns: High, Low, Close, Chg. for S&P Indexes.

NYSE Indexes

Table with columns: High, Low, Close, Chg. for NYSE Indexes.

NASDAQ Indexes

Table with columns: High, Low, Close, Chg. for NASDAQ Indexes.

AMEX Stock Index

Table with columns: High, Low, Close, Chg. for AMEX Stock Index.

Dow Jones Bond Average

Table with columns: Class, Close, Chg. for Dow Jones Bond Average.

Market Sales

Table with columns: NYSE 4 p.m. volume, NYSE 9 p.m. volume, AMEX 4 p.m. volume, AMEX 9 p.m. volume, NASDAQ 4 p.m. volume, NASDAQ 9 p.m. volume.

N.Y.S.E. Old-Lot Trading

Table with columns: Buy, Sell, Short for NYSE old-lot trading.

NYSE Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

AMEX Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

NASDAQ Diary

Table with columns: Advanced, Declined, Unchanged, Total Issues, New High, New Low.

EUROPEAN FUTURES

Table with columns: Class, High, Low, Prev. Close, High, Low, Close, Chg. for European Futures.

Food

Table with columns: High, Low, Close, Chg. for Food futures.

Metals

Table with columns: High, Low, Close, Chg. for Metals futures.

Stock Indexes

Table with columns: High, Low, Close, Chg. for Stock Indexes.

Dividends

Table with columns: Company, Dividend, Ex-Dividend Date, Yield for Dividends.

Spot Commodities

Table with columns: Commodity, Today's Price, Previous Price, Change for Spot Commodities.

U.S. FUTURES

Table with columns: Season, High, Low, Open, High, Low, Close, Chg. for U.S. Futures.

Grains

Table with columns: High, Low, Open, High, Low, Close, Chg. for Grains futures.

Metals

Table with columns: High, Low, Open, High, Low, Close, Chg. for Metals futures.

Livestock

Table with columns: High, Low, Open, High, Low, Close, Chg. for Livestock futures.

Food

Table with columns: High, Low, Open, High, Low, Close, Chg. for Food futures.

Financial

Table with columns: High, Low, Open, High, Low, Close, Chg. for Financial futures.

DISNEY STOCK RISES ON PLAN FOR SPLIT

LOS ANGELES (Combined Dispatches) — Walt Disney Co. shares rose sharply Tuesday on news that the company had set a four-for-one stock split, closing at \$147.375, up \$4.375, in New York.

The stock split, announced by Chairman Michael Eisner as a move to make Disney shares more accessible "to a broader segment of the investing public," will be effective April 20.

Meanwhile, Hasbro Inc. declared a three-for-two stock split payable in the form of a 50 percent stock dividend. Its shares fell \$1.75 to \$38.25. (Reuters, AP)

IBM UNVEILS 13 NEW MINICOMPUTERS

NEW YORK (AP) — International Business Machines Corp. introduced 13 new models Tuesday in its minicomputer line that contain the first of a new generation of memory chips.

The chips can store 16 million bits of data, four times the capacity of the previous generation's chips. IBM, which designed and manufactured the chips, has been in a race with several Japanese computer companies to be the first to use them.

IBM said its new computers were up to 70 percent more powerful than the previous generation of its AS-400 line. They range in price from \$10,200 to \$900,000 and are aimed at small to medium-sized businesses.

SEC SEEKS TO HELP SMALL COMPANIES

WASHINGTON (Reuters) — The chairman of the Securities and Exchange Commission, Richard C. Breeden, unveiled a package of proposals Tuesday intended to make it easier for small businesses to raise money.

Small companies would be permitted to use simpler forms when they register securities offerings with the commission and when they disclose financial information to the public. Investors also would face fewer restrictions when reselling the stocks of such companies.

Mr. Breeden also wants to spur mutual funds to plough more of the billions of dollars they control into small-company shares.

PHILLIPS PETROLEUM TO CUT 1,100 JOBS

BARTLESVILLE, Oklahoma (UPI) — Phillips Petroleum Co. announced Tuesday it would cut 1,100 jobs next month as part of a cost-reduction program aimed at saving \$150 million a year.

About 850 employees and 100 full-time contract personnel are targeted at Bartlesville. Also affected will be about 150 employees at the Houston office. The rest will come from several field locations.

COURT PAPERS CONFIRM MILKEN DEAL

NEW YORK (Reuters) — Michael Milken has agreed to turn over \$500 million to victims of his securities crimes, court papers filed Tuesday confirmed.

The agreement is part of a \$1.3 billion settlement that involves payments by former and current Drexel Burnham Lambert Inc. executives and the brokerage's insurers to dispose of numerous civil lawsuits, the papers said.

GATT GETS TUNA DISPUTE AGAINST U.S.

GENEVA (Reuters) — The European Community and two dozen countries went to GATT, the world trade body, on Tuesday to contest a U.S. embargo on tuna imports intended to protect dolphins.

The European Community and the non-European governments are pressing GATT's Council of Representatives to adopt the report of a GATT dispute panel that ruled against the U.S. embargo.

FOR THE RECORD

Merrill Lynch & Co. said it had reached a deal for Tele-Communications Inc. to acquire 49.9 percent of Merrill's stake in Teleport Communications Group Inc. Terms were not disclosed.

Central Corp. shares rose \$1.75 to \$46.25 Tuesday after the company said its board would solicit proposals to sell part or all of the company because of "indications of interest" it had received. (Reuters)

Oil Prices Fall \$1.35 in New York

NEW YORK — Oil prices continued to slide Tuesday, a day after a barrel of oil fell almost a dollar in London trading in the wake of an OPEC decision to cut production.

On the New York Mercantile Exchange, which was closed for a public holiday on Monday, a barrel of the benchmark West Texas Intermediate crude was down \$1.35 a barrel to \$18.11 in late trading.

The Organization of Petroleum Exporting Countries agreed Saturday to reduce the group's output to 22.98 million barrels a day, slightly less than had been expected.

In London, a barrel of April North Sea Brent recovered to stand 5 cents higher at \$17.60 in late trading. (Reuters, AP, Bloomberg)

WORLD STOCK MARKETS

Agencia France Press Feb. 18

Large table listing world stock markets with columns for market name, class, price, and change.

Oil Prices Fall \$1.35 in New York

Table listing oil prices for various grades and locations, including West Texas Intermediate, Brent, and others.

U.S. FUTURES

Table listing U.S. futures markets including grains, metals, livestock, and food.

U.S. / AT THE CLOSE

Table listing U.S. futures markets including metals, stock indexes, and commodity indexes.

Vertical text on the right edge of the page, including "German Into Deficit", "TRADE: Squa", and "INTERNATIONAL PC".

German Trade Plunged Into Deficit Last Year

By U.S. Law That Curbs Investments

By Charles Goldsmith
International Herald Tribune

BRUSSELS — The European Community criticized on Tuesday an American law that uses national security as a bar to foreign investment, saying the provision could be protectionist.

"If in the future the concept of national security were to be abused, by applying it to one or another key industrial sectors for essentially protectionist reasons, the damage could be very serious indeed," said a statement issued by the 12 EC governments through the EC Commission.

The Commission asked for a clarification of the law.

The law is open to abuse, the EC said, because it does not clearly define national security and places no time limit on action by the U.S. president to require divestment.

Relations between the EC and the United States have been strained in recent months over U.S. demands that the Community sharply reduce farm subsidies.

The U.S. law requires that acquisitions affecting national security be screened by a special committee on Foreign Investment, which can recommend the president order investors to divest assets.

The Community said the U.S. government had generally applied the law in a way to avoid restrictions on foreign investment, but the legislation effectively requires potential investors to seek clearance before bidding in order to prevent callous divestment proceedings.

He said the EC statement was designed as a "warning" that a complaint might be filed with the Organization for Economic Cooperation and Development.

Compiled by Our Staff From Dispatches

BONN — The German current account swung into a deficit of 34.2 billion Deutsche marks (\$21.1 billion) last year, after a surplus of 7.4 billion DM in 1990, the government announced Tuesday. It was the country's first current-account deficit since 1981.

The report on the current account, the broadest measure of a nation's trade, highlighted the decline in Europe's biggest economy, caused by a post-union boom, a summer binge and shrinking exports.

But the Federal Statistics Office tried to lift the gloom by saying that the deterioration in the country's trade position had "probably passed the lowest point" and should improve this year.

The current-account deficit for December was 1.7 billion DM, compared with a 1.7 billion DM surplus in December 1990.

Earlier, Egon Holder, president of the statistics office, said the German trade surplus narrowed to 20.8 billion DM last year, after 107.4 billion DM in 1990.

He said that an improvement in the current account would follow closely in line with a recovery in Eastern Germany.

The statistics office also said it had revised down January cost-of-living data for Western Germany to show a 0.4 percent rise from December and a 4.0 percent rise from January 1991.

In Eastern Germany, prices rose 0.1 percent from November to December, bringing inflation there last year to 21.3 percent.

Mr. Holder said trade in 1991 was characterized by a boom in imports after unification the previous year, while exports fell back. Imports rose 12.5 percent to reach 645.4 billion DM and exports declined 2.2 percent to 666.2 billion DM.

Western Germany saw a decline of 84.7 percent in its trade surplus, to reach only 14.1 billion DM.

(Reuters, Bloomberg, AFP)

Dassault Sales Dropped 16% in 1991

Compiled by Our Staff From Dispatches

PARIS — Dassault Aviation announced Tuesday that sales fell 16.2 percent last year to 14.35 billion francs (\$2.6 billion), from 17.12 billion francs in 1990, as orders dropped sharply.

At the same time, the company announced that talks with British Aerospace PLC about cooperation on building a military aircraft for operation in the 2020s were "beginning to get" after nearly two years.

Dassault said that orders placed in 1991 totaled 12 billion francs, down 25 percent from 1990; this compared with a decline throughout the industry of 33 percent.

(AFP, AFX)

TRADE: Squabbles Blemish Pact

(Continued from first finance page)

organization of more than 100 nations that oversees world trade.

Armed with a GATT report citing Canadian limits on outlets where imported beer can be sold and the imposition of higher costs and markups for imports, the U.S. trade representative, Carla A. Hills, sent a notice to the Federal Register a few days after Christmas that Washington intended to impose punitive duties on Canadian beer by April 10.

But Ottawa has a counter-complaint pending at GATT, asserting that beer-distribution laws in some states and some federal and state taxes unfairly curb Canadian beer sales in the United States.

The Canadians say the tax credits that many states offer companies, based on annual production of beer in the state, discriminate against them. Atkinson-Busch Co., controlling nearly half the beer market in the United States, for example, gets \$21 million of annual tax savings from a brewery in Columbus, Ohio, the Canadians complained to GATT.

Canadian beer executives say a GATT panel has now ruled in favor of them. The ruling has not been made public, and officials of GATT and of the United States and Canada have refused to comment. If the reports are true, it would be the first time that American state laws were found in violation of international trade laws.

Another dispute involves lumber, with the United States complaining that Canadian producers get unfair subsidies through low tree-cutting fees on government land, even though the fees were completely altered after earlier American complaints.

Washington has already begun an investigation that could result in duties of up to 15 percent on Canadian lumber. Ottawa has reacted angrily and taken its case to GATT.

U.S. officials stoutly deny they are waging a campaign of harassment against Canada. They agreed there were some problem trade sectors but stress that the bulk of the huge commerce is untroubled.

"Our view is that the U.S. is observing the letter and the spirit of the free-trade agreement," said an American official, who insisted on anonymity. "We are, of course, defending U.S. interests in the context of U.S. trade laws, but perceived disparities are being investigated under the normal process of U.S. law."

During a recent visit to Washington, Canada's minister of external affairs, Barbara McDougall, said she had taken up Canadian complaints with the State Department and had served notice that Canada would retaliate "by using exactly the same tools they are using."

In both countries, it is illegal for imported goods to be sold below the cost of production or home-market prices, a practice known as dumping. Punitive duties may be assessed against foreign companies found to violate these rules.

The United States has traditionally applied anti-dumping laws aggressively against Canada and other countries. Yet Canada's International Trade Tribunal found in October that Helman, Stroh and

Pabst Brewing Co. were dumping in British Columbia, causing Canadian brewers to suffer losses.

Lawyers for the American companies said they intended to challenge that finding.

Final Go-Ahead for Euronews

Lyon Is Chosen as Base for Europe's Answer to CNN

By Alan Riding
New York Times Service

PARIS — Euronews, the future all-news European satellite channel, has gotten its final go-ahead with the selection of Lyon from among 17 cities to become its headquarters.

The Geneva-based directors of Euronews made the decision Monday to proceed with the channel, which has been under discussion for more than a year. It should start broadcasting in five languages early next year, supported by a dozen state-backed European television stations.

Hoping to reach an initial audience of some 23 million viewers with programs in English, French, German, Italian and Spanish, Euronews makes no secret of the fact that it aims to give a European perspective on the news as an alternative to the American view provided by Cable News Network.

In this, it is not the first of CNN's international imitators, and it may not be the last.

Planning for Euronews was given a strong impetus during last year's Gulf War when, along with much of the rest of the world, European television stations found themselves dependent on CNN for their coverage of many fast-moving events.

With an annual budget of \$50 million, Euronews will receive half of its financing from participating

television stations — France's Antenne 2 and FR3, Italy's RAI, Germany's ARD and ZDF, Spain's RTVE and other state-owned stations in Belgium, Greece, Finland, Monaco, Yugoslavia and Egypt.

The European Community has agreed to provide one-quarter of the budget for five years, while the balance will come from advertising and sponsorships. The new channel also has the backing of the European Broadcasting Union.

Euronews hopes to manage with a staff of only around 200, including 50 journalists, because its images will be provided by the 39 member stations of the European Broadcasting Union. Eventually, it hopes to reach agreement with broadcasting unions from other regions of the world.

Distribution will be by satellite, at first only to Europe, North Africa and the Middle East, but Euronews will also be available through cable in many European countries. Each country will normally receive the same images, but with a "voice-over" commentary in its chosen language.

The competition, though, will be stiff. Already viewers in much of Western Europe can watch programs from neighboring countries via cable. Further, the CNN format has been borrowed for 24-hour news in English by Britain's Sky News and for Spanish-language news by Galavisión.

FIGHTER: Sweden's New Wings

(Continued from first finance page)

recently Sweden's dominant party, said he opposed increased weapons exports as a matter of principle.

"We are still living in an unsafe world, so I understand why we must have some exports," he said.

But he added that "rather than invest in weapons exports, we need to help with education, research and the environment."

Yet even influential members of Mr. Carlsson's party disagree, arguing that the world has changed and that Sweden must look more aggressively to world markets, particularly in the area of high-technology exports.

Carl Bildt, who became prime minister last fall, said the arms in-

Elf Set to Drill In Kazakhstan

Blomberg Business News

PARIS — Société Nationale Elf Aquitaine said Tuesday that it had signed an oil exploration and production contract with Kazakhstan.

The accord follows a similar agreement Feb. 6 between the French state-controlled oil company and the Russian republic. Both accords came in the framework of a pact signed by Elf and the former Soviet government in May 1990.

Under the new accord Elf will be sole operator of an oil field extending over 20,000 square kilometers (7,720 square miles) southwest of Aktyubinsk. Production is to start in 1993, and the company is planning to invest several hundred million dollars.

Investor's Europe

Country	Company	Value
France	Elf Aquitaine	2000
Germany	Deutsche Telekom	1500
Italy	Telecom Italia	1200
Spain	Telefonos de Espana	1000
UK	British Telecom	800
Belgium	Belgacom	600
Sweden	Televerket	500
Denmark	Tele Danmark	400
Netherlands	Telecom Nederland	300
Portugal	Telecom Portugal	200
Greece	OTE	100
Finland	Finlandia	100
Yugoslavia	Telekom Jugoslavija	100
Egypt	Telecom Egypt	100

Sources: Reuters, AFP

Very briefly:

- AEG AG the electronics subsidiary of Daimler-Benz AG, plans to shed about 1,300 jobs at its unprofitable AEG Olympia office technology unit as it withdraws from the typewriter business.
 - Esso-Gutzeit Oy, a state-controlled company in Finland, plans to build a 2 billion markka (\$454.2 million) newspaper plant in Eastern Germany.
 - Tarmac PLC and Steeley PLC require British Monopolies and Mergers Commission approval for their proposed joint venture for building materials, the Trade and Industry Ministry decided; Redland PLC is seeking to acquire Steeley if the venture falls through.
 - Les Nouvelles Constructeurs estimated it had a 69 million franc (\$12.5 million) loss in 1991, compared with a 114 million profit in 1990, and it forecast a 62 million franc loss for 1992; the big French construction company said it expected to ally with "a European partner" this year.
 - Lenta's portrait is to be effaced from ruble notes and replaced with an as-yet undesignated substitute; the central bank chief said the redesign did not indicate plans for a new currency.
 - Russian sugar-processing plants have virtually ground to a halt because of a lack of raw sugar; only four of 93 plants are operating.
- (Reuters, Bloomberg, AFP)*

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The BARCLAYS GLOBAL FUND will pay on February 28th, 1992 a dividend of U.S. \$0.10 per share to the Unit-holders on record February 20th, 1992.
Shares will be traded ex-dividend on February 20th, 1992.

The Board of Directors of
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DIVIDEND ANNOUNCEMENT

The ORIENT FUND will pay on February 28th, 1992 a dividend of U.S. \$0.10 per share to the Unit-holders on record February 20th, 1992.
Shares will be traded ex-dividend on February 20th, 1992.

The Board of Directors of
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Amsterdam, February 13, 1992.

NYSE

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Symbol	Price	Change
IBM	111.25	+0.25
Microsoft	41.25	+0.25
Apple	34.25	+0.25
Oracle	28.25	+0.25
Sun	22.25	+0.25
Lucent	18.25	+0.25
Motorola	15.25	+0.25
Intel	12.25	+0.25
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ATI	8.25	+0.25
3Com	7.25	+0.25
Conquest	6.25	+0.25
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Chips	1.25	+0.25
Chips	0.25	+0.25

NYSE High-Lows

Symbol	High	Low
AMR	45.25	44.75
Amgen	42.25	41.75
Amgen	38.25	37.75
Amgen	34.25	33.75
Amgen	30.25	29.75
Amgen	26.25	25.75
Amgen	22.25	21.75
Amgen	18.25	17.75
Amgen	14.25	13.75
Amgen	10.25	9.75
Amgen	6.25	5.75
Amgen	2.25	1.75

AMEX High-Lows

Symbol	High	Low
AMEX	15.25	14.75
AMEX	12.25	11.75
AMEX	8.25	7.75
AMEX	4.25	3.75
AMEX	0.25	0.25

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France F.F.	1,700	3,094	935
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Norway (airmail) N.Kr.	3,000	5,096	1,650
—*hand delivery N.Kr.	3,200	5,096	1,760
Portugal Esc.	40,000	72,800	22,000
Spain (mail) Ptas.	40,000	69,160	22,000
—**hand deliv. Barcelona Bilbao, Seville, Valencia Ptas.	43,500	69,160	24,000
—**hand deliv. Madrid Ptas.	55,000	69,160	27,500
Sweden (airmail) S.Kr.	2,400	4,368	1,430
—*hand delivery S.Kr.	3,100	4,368	1,700
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Rest of Africa, Gulf States, Asia Central/Latin America \$	750	—	412

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INTERNATIONAL Herald Tribune
 Published With The New York Times and The Washington Post

مكتبة النور

Are the Japanese Opening the Door? U.S. Executives See a Growing Light

By Stuart Auerbach

WASHINGTON — While President George Bush's trip to Japan last month has been widely seen as a political gesture, some corporate executives who deal with Japan are viewing it as a success that could produce expanded business and create the jobs for American workers the president said he was seeking.

Some executives, including several who went to Japan with Mr. Bush, said in recent interviews they were seeing signs the trip could help their efforts to sell not only in Japan but also in the rest of Asia.

William J. Wheeler, a corporate vice president of FMC Corp., was in Tokyo to open a new office for his company a week after Mr. Bush's visit. He said he immediately noted a new willingness to buy U.S. products.

"The trip was a commercial success," said Mr. Wheeler, whose company makes a variety of products from agricultural chemicals to street sweepers. "We believe that it created greater opportunities."

He added that the Japanese were "clearly concerned about the political situation" and that he believed they had opened the door "a bit" as a result of uneasiness about anti-Japanese feelings in the United States.

Guardian Industries Corp., which has complained to the administration and Congress that a cartel of Japanese competitors has kept it out of the commercial glass market, believes that an agreement between Mr. Bush and Prime Minister Kiichi Miyazawa to open that market now gives it a chance of succeeding in Japan.

"Without the political effort from the president in concluding the agreement, we stood a very small chance of succeeding," said

Peter Young, director of international business for Guardian. "It's still an open question whether we will, but now we have a chance."

Companies are reporting new opportunities even in the business of selling U.S.-made auto parts to the major Japanese producers, a sector where American companies are battling what they feel is the false — though widely held — view in Japan that their products are inferior.

John P. Rully, president of Tenneco Inc.'s auto-parts unit and who

"The trip was a commercial success. We believe that it created greater opportunities."

William J. Wheeler of FMC Corp.

also was on the trip with Mr. Bush, reported after revisiting Japan this month that Japanese automakers were taking steps to buy U.S.-made parts for their plants in Japan and the United States.

Mr. Rully said that U.S. parts manufacturers had been invited to join the design process for 1995 model cars, seen as a crucial step in winning a big share of orders.

On the services side, Maurice R. Greenberg of American International Group Inc. said Mr. Bush's discussion in Tokyo would allow the U.S. company to sell commercial and industrial insurance to Japanese corporations that now deal only with domestic companies related to them through interlocking ownerships.

Robert Galvin, an executive with

Motorola Inc. who has more than 30 years' experience in dealing with Japan, said last month that U.S. companies would begin to see an increase by the end of the year in Japanese orders as a result of the president's trip. But he said that it would take until 1994 for the full impact of the effort to be felt.

To make sure that happens, the American side of the U.S.-Japan Business Council, which has just met here, reportedly is pressing the Japanese side to end corporate protectionism. This aims at the *keiretsu* practice of dealing only with a network of companies related by cross-ownership that prevents outsiders from breaking through.

The U.S. side also wants the Japanese to set specific targets for including American companies in their buying plans.

In a move to bring the squabbling U.S. and Japanese auto industries together, U.S. officials said they were urging the Ministry of International Trade and Industry to push the top six Japanese automakers to live up to their commitment, made during the Bush trip, to continue discussions with the Big Three U.S. car companies.

The U.S. side, which wants these talks, invited the Japanese side to Detroit this month to discuss ways to ease the path for U.S. carmakers to sell in Japan. The Americans have no network of dealers in Japan, and with most dealerships controlled by Japanese manufacturers, U.S. automakers need their competitors' cooperation to sell in Japan.

After one meeting in Tokyo during the Bush trip, the Japan Automobile Manufacturers Association agreed to further sessions.

But late last month, the president of Nissan Motor Co., Yutaka Kume, lashed out at Lee A. Iacocca, chairman and chief executive of Chrysler Corp., who had sharply criticized his Japanese counterparts as "outrageous and insulting."

Mr. Kume said he had "no intention" of attending another auto summit because such meetings were "legally risky" on antitrust grounds.

Director Quits at N.Z. Phone Company

WELLINGTON — The managing director of Telecom Corp. of New Zealand said Tuesday he was resigning but denied it was a result of tensions with the two American Baby Bells that own more than two-thirds of the company.

Peter Troughton, a Briton who has been in charge of New Zealand's biggest company since 1988, denied reports he clashed with Ameritech Corp. and Bell Atlantic Corp. over handling competition.

Telecom announced earnings for the first nine months of 1991 that showed it was on track to reach a budgeted 401 million New Zealand dollars (\$216.8 million) profit for the year. Telecom said net profit for the nine months totaled 290.5 million dollars, up 17 percent from the like 1990 period.

But Telecom said competitors in New Zealand's newly deregulated telecommunications industry were cutting into its market.

Telecom's main competitor is Clear Communications, which has grabbed about 9 percent of the country's market share in the first nine months of its existence. Clear, with ownership split evenly between Todd Corp., Television New Zealand, Bell Canada and MCI Communications Corp., has just 270 employees.

But it has caused headaches at Telecom, which has almost 14,000 employees, with an aggressive pricing policy.

Mr. Troughton acknowledged there had been tension with the two U.S. regional phone companies, which own 68.3 percent of Telecom.

China Wants Foreigners To Help It Build Dam

Compiled by Our Staff From Dispatches

BEIJING — China said Tuesday it would solicit foreign loans, technology and parts in building the world's largest hydroelectric dam, a sign that the controversial Three Gorges project on the Yangtze was almost certain to go ahead.

The dam has not yet been formally approved by the government. But after months of positive official comment and publicity in the state-run media, approval seems guaranteed. It is expected to come when the National People's Congress, China's rubber-stamp legislature, holds its annual meeting in March.

The dam would generate 17.6 million kilowatts of electricity, compared with 12.6 million kilowatts produced by Itaipu in Brazil.

"We need foreign experience during construction, and we are interested in securing foreign loans," the China Daily newspaper quoted

Zhao Chuanshao of the Ministry of Water Resources as saying. Mr. Zhao is in charge of the ministry's international cooperation unit.

Government reports say the dam will cost \$10.45 billion at 1990 prices, but critics assert it will cost far more.

Mr. Zhao said China was willing to import key technology, material and parts to build the turbogenerators and transmission lines. "We can also cooperate with leading foreign companies to manufacture some parts," he said. He did not make clear how large a role would be allowed to foreign companies.

Some foreign engineering companies have expressed interest in participating and have taken part in feasibility studies. A Canadian consortium headed by Lavalm Inc. conducted one such study and concluded in 1988 that the project would be safe and beneficial.

(AP, Reuters)

Investor's Asia

Stock	High	Low	Open	Close
Hong Kong	100.00	98.00	99.00	99.00
Singapore	100.00	98.00	99.00	99.00
Tokyo	100.00	98.00	99.00	99.00
London	100.00	98.00	99.00	99.00
Frankfurt	100.00	98.00	99.00	99.00
Paris	100.00	98.00	99.00	99.00
Amsterdam	100.00	98.00	99.00	99.00
Brussels	100.00	98.00	99.00	99.00
Zurich	100.00	98.00	99.00	99.00
Geneva	100.00	98.00	99.00	99.00
Stockholm	100.00	98.00	99.00	99.00
Copenhagen	100.00	98.00	99.00	99.00
Oslo	100.00	98.00	99.00	99.00
Stock	High	Low	Open	Close
Japan	100.00	98.00	99.00	99.00
USA	100.00	98.00	99.00	99.00
Germany	100.00	98.00	99.00	99.00
France	100.00	98.00	99.00	99.00
UK	100.00	98.00	99.00	99.00
Italy	100.00	98.00	99.00	99.00
Spain	100.00	98.00	99.00	99.00
Portugal	100.00	98.00	99.00	99.00
Greece	100.00	98.00	99.00	99.00
Turkey	100.00	98.00	99.00	99.00
India	100.00	98.00	99.00	99.00
China	100.00	98.00	99.00	99.00
South Africa	100.00	98.00	99.00	99.00
Canada	100.00	98.00	99.00	99.00
Australia	100.00	98.00	99.00	99.00
New Zealand	100.00	98.00	99.00	99.00

Sources: Reuters, AFP International Herald Tribune

Very briefly:

- HSBC Holdings PLC, parent of Hongkong & Shanghai Banking Corp., has established an American Depositary Receipt program with Morgan Guaranty Trust Co. in the over-the-counter market in New York.
- Toyota Motor Corp. and Nissan Motor Co. said their exports in January dropped 3 percent and 1.1 percent respectively from a year earlier.
- Proton Cars United Kingdom, the British sales operation for the Malaysian-made Proton Saga, expects sales to nearly double to 25,000 units a year by 1995.
- An assistant U.S. commerce secretary, Thomas J. Dueterberg, heads a delegation from the President's Export Council that arrived in Taiwan for a five-day visit to back American bids for contracts in Taiwan's multi-billion-dollar development plan. (AP, AFP)

EC Assails U.S.-Japan Car Parts Pact

TOKYO — Sir Leon Brittan, the European Community's competition commissioner, on Tuesday criticized the Japan-U.S. agreement to boost purchases of American car parts as a "bad idea" and discriminatory. Sir Leon said he had told Finance Minister Tsutomu Hata that such agreements were inconsistent with support for an open trading system. "It's an example of managed trade which I hope isn't going to spread," he said. Japan's car industry said in January that it would boost purchases of U.S. car parts to \$19 billion in the financial year ending March 31, 1995.

COMPANY RESULTS

Revenue and profits or losses, in millions, are in local currencies unless otherwise indicated.

Company	4th Qtr.	1991	1990
McDermott Int'l	Revenue	172.00	156.00
	Net Inc.	11.00	10.00
	Per Share	1.50	1.30

Company	4th Qtr.	1991	1990
Entergy	Revenue	272.00	258.00
	Net Inc.	16.00	15.00
	Per Share	1.61	1.53

Company	4th Qtr.	1991	1990
Mesa Industries	Revenue	342.00	318.00
	Net Inc.	21.00	19.00
	Per Share	2.40	2.20

Company	4th Qtr.	1991	1990
Melville	Revenue	251.00	240.00
	Net Inc.	12.00	11.00
	Per Share	1.21	1.14

Company	4th Qtr.	1991	1990
Travelers Corp.	Revenue	112.00	108.00
	Net Inc.	8.00	7.00
	Per Share	1.10	0.90

Company	4th Qtr.	1991	1990
United States	Revenue	217.00	204.00
	Net Inc.	13.00	12.00
	Per Share	1.50	1.40

Company	4th Qtr.	1991	1990
Ford Motor	Revenue	217.00	204.00
	Net Inc.	13.00	12.00
	Per Share	1.50	1.40

Company	4th Qtr.	1991	1990
Hormel (George A.)	Revenue	77.00	74.00
	Net Inc.	5.00	4.00
	Per Share	0.52	0.45

Company	4th Qtr.	1991	1990
JWP	Revenue	77.00	74.00
	Net Inc.	5.00	4.00
	Per Share	0.52	0.45

Company	4th Qtr.	1991	1990
Whirlpool	Revenue	121.00	116.00
	Net Inc.	8.00	7.00
	Per Share	1.00	0.90

Company	4th Qtr.	1991	1990
CIGNA	Revenue	100.00	95.00
	Net Inc.	1.51	1.40
	Per Share	1.51	1.40

Company	4th Qtr.	1991	1990
Hormel (George A.)	Revenue	77.00	74.00
	Net Inc.	5.00	4.00
	Per Share	0.52	0.45

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NYSE

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

(Continued)

Symbol	High	Low	Open	Close
IBM	100.00	98.00	99.00	99.00
MSFT	100.00	98.00	99.00	99.00
GOOGL	100.00	98.00	99.00	99.00
AMZN	100.00	98.00	99.00	99.00
ORCL	100.00	98.00	99.00	99.00
INTC	100.00	98.00	99.00	99.00
QCOM	100.00	98.00	99.00	99.00
TXN	100.00	98.00	99.00	99.00
WDC	100.00	98.00	99.00	99.00
HPQ	100.00	98.00	99.00	99.00
CRM	100.00	98.00	99.00	99.00
ADP	100.00	98.00	99.00	99.00
SPG	100.00	98.00	99.00	99.00
TRV	100.00	98.00	99.00	99.00
CVX	100.00	98.00	99.00	99.00
BP	100.00	98.00	99.00	99.00
AMT	100.00	98.00	99.00	99.00
DUK	100.00	98.00	99.00	99.00
WEC	100.00	98.00	99.00	99.00
ED	100.00	98.00	99.00	99.00
EXX	100.00	98.00	99.00	99.00
PG	100.00	98.00	99.00	99.00
WMT	100.00	98.00	99.00	99.00
DIS	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00

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IBM	100.00	98.00	99.00	99.00
MSFT	100.00	98.00	99.00	99.00
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AMZN	100.00	98.00	99.00	99.00
ORCL	100.00	98.00	99.00	99.00
INTC	100.00	98.00	99.00	99.00
QCOM	100.00	98.00	99.00	99.00
TXN	100.00	98.00	99.00	99.00
WDC	100.00	98.00	99.00	99.00
HPQ	100.00	98.00	99.00	99.00
CRM	100.00	98.00	99.00	99.00
ADP	100.00	98.00	99.00	99.00
SPG	100.00	98.00	99.00	99.00
TRV	100.00	98.00	99.00	99.00
CVX	100.00	98.00	99.00	99.00
BP	100.00	98.00	99.00	99.00
AMT	100.00	98.00	99.00	99.00
DUK	100.00	98.00	99.00	99.00
WEC	100.00	98.00	99.00	99.00
ED	100.00	98.00	99.00	99.00
EXX	100.00	98.00	99.00	99.00
PG	100.00	98.00	99.00	99.00
WMT	100.00	98.00	99.00	99.00
DIS	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00
GM	100.00	98.00	99.00	99.00
F	100.00	98.00	99.00	99.00

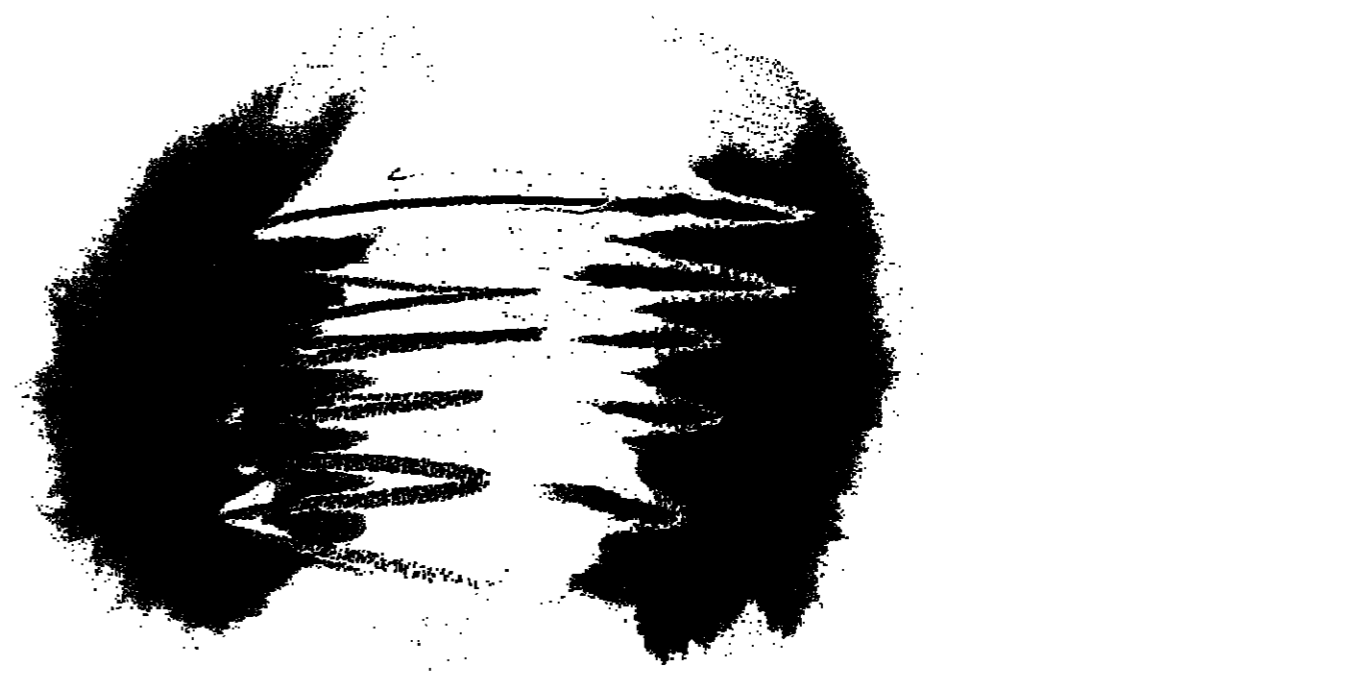
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SPORTS

England-France 'Friendly'?

LONDON — The point has been legitimately made that if France and England cannot share a playing field without some hotbeds renegeing Waterloo, what hope is there for a single European market?

football we have no problem with you, nor with us." Quite. When it takes a neighbor 23 years to come an hour's plane flight for a friendly exchange there has been precious little opportunity for problems.

Of course, nationalists on both sides of the Channel are stirring the waters. They reckon that for the sake of French honor — for the conquering soccer team must beat England in London.

Well, gentlemen, Wednesday is soccer's opportunity to show that its players — win, lose or draw — can take it like men and not stamp on anybody's head or goase at their eyes.

He had England's new-stands there. When you are sent scurrying for a dictionary to find that pique is a form of boules played chiefly in southern France, you are beaten by the pass master.

And at center back, chosen to keep Papin quiet, is Martin Keown, who has transferred from Arsenal to Aston Villa to Evertson to build up his solid, sensible, competitive reliability.



David Cone chalked up another victory, this one off the mound.

Arbitrator Awards Cone Record \$4.25 Million

NEW YORK — The New York Mets' right-hander David Cone was awarded a record \$4.25 million in salary arbitration on Tuesday when his figure was picked over the team's \$3 million offer.

Cone was 14-14 with a 3.29 earned run average last season and made \$2.35 million.

Devereaux and Baltimore avoided an arbitration hearing by agreeing on a contract that would pay the center fielder \$1 million for the 1992 season.

Baseball Talk Shifts From Dollars to Diamonds

By Mark Maske

WASHINGTON — Baseball's wondrously shrinking off-season is nearly done. The talk will turn this week from the numbers after the dollar sign to the numbers on the radar gun, as major-league clubs begin to gather at various sun-soaked sites in Florida and Arizona for spring training.

means that Bonilla's stay atop the money-making standings may be brief. "These days, it seems like the real baseball season comes between the end of the World Series and the beginning of spring training," said Pat Gillick, general manager of the Toronto Blue Jays.

lead to team owners' voting for what they consider the lesser of two evils: allowing Japanese ownership into the major leagues or permitting the Mariners to move to Florida. There's also George Steinbrenner's ongoing quest to return from the shadows and regain the helm of the New York Yankees.

though they will be without Bonilla in their pursuit of a third straight division crown. In the NL West the Braves will try to take the next step — a World Series title — guided by their young but already superb pitching staff featuring Tom Glavine, who won the Cy Young Award, Steve Avery and John Smoltz.

Rob Hughes



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Conner Ends Round 2 With 2d Defeat of Defiant

SAN DIEGO — Stars & Stripes beat Defiant for the second straight time to assure Team Dennis Conner of finishing second in the second round of the America's Cup defender trials.

Il Moro's victory over France was the closest race yet in preliminary rounds and avenged Italy's 25-second first-round loss to Ville de Paris. The Italian boat covered the 20.03-mile course in 2:18:20.

Spirit, with dual starting helmsmen Murray and Peter Gilmour steering what is believed to be a radical tandem keel-rudder configuration, crossed the starting line early and had to restart.

Both New Zealand and Japan's Nippon had easy victories and remained tied for first with 14 points each. New Zealand breezed by Spain's Espana '92 by 4:55, with an elapsed time of 2:17:46.

SCOREBOARD

Table with columns for BASKETBALL, NBA Standings, Major College Scores, and MONDAY'S RESULTS. Includes team names, wins/losses, and scores.

MONDAY'S RESULTS

Table with columns for MONDAY'S RESULTS, CRICKET, and TRANSACTIONS. Includes team names, scores, and transaction details.

CRICKET

Table with columns for CRICKET, TRANSACTIONS, and BASEBALL. Includes team names, scores, and transaction details.

TRANSACTIONS

Table with columns for TRANSACTIONS, BASEBALL, and HOCKEY. Includes team names, scores, and transaction details.

You may be surprised to learn just how far we go to serve you — over 75 destinations worldwide, in fact. Including the remote fairytale land of the Hunza Valley in Pakistan, said to have inspired James Hilton's Lost Horizon. Here, and around the world, you'll discover that when you fly PIA, you're flying with extraordinary people.

Advertisement for Pakistan International Airlines (PIA) featuring the airline's logo and the slogan 'Great people to fly with'. Includes a small graphic of a plane and the Urdu text 'ہنگامہ انجمن'.

Large vertical advertisement on the right edge of the page, partially cut off. It includes text like 'Big D. L. Beton Ha Freezes C', 'Magic and', and 'Trouble finding books from America? U.S. titles are now a phone call away.' It also features a phone number: 1-800-966-5470.

SPORTS

Big D, Little O: Seton Hall Defense Freezes Out Pitt

The Associated Press Some teams play run-and-gun. Some live and die by the 3-point shot. Some stress half-court offense. Seton Hall's game is defense, and the No. 22-ranked Pirates played it to perfection against Pitt.

Changing, man-to-man pressure forced Pittsburgh to miss 22 consecutive shots during a 15-0 first-half run, and Seton Hall rolled to a school-record fifth straight Big East conference victory with an 82-63 decision on Monday in East Rutherford, New Jersey.

"These kids really take pride in their defense," the coach P.J. Carlesimo said after his team won for the seventh time in eight games. "I don't think we can play much better than we did in the first half defensively."

Pitt (15-11, 7-6) hit 5 of 32 shots (15.6 percent) from the field in the opening 20 minutes and went to the locker room trailing, 35-16. Coming into the game, the Panthers were fourth in the conference in shooting percentage with 46 percent.

The Pirates had been pointing for this encounter since dropping a 77-68 decision to Pittsburgh in their conference opener Jan. 3. They got an added break when Sean Miller was forced to leave the

game after nine minutes because of the flu. Without him in the lineup, Pitt had no one to stem the tide when the shots started changing.

Terry Delaney had 13 points, and Arturas Karnishovas and Bryan Caver added 12 apiece for Seton Hall.

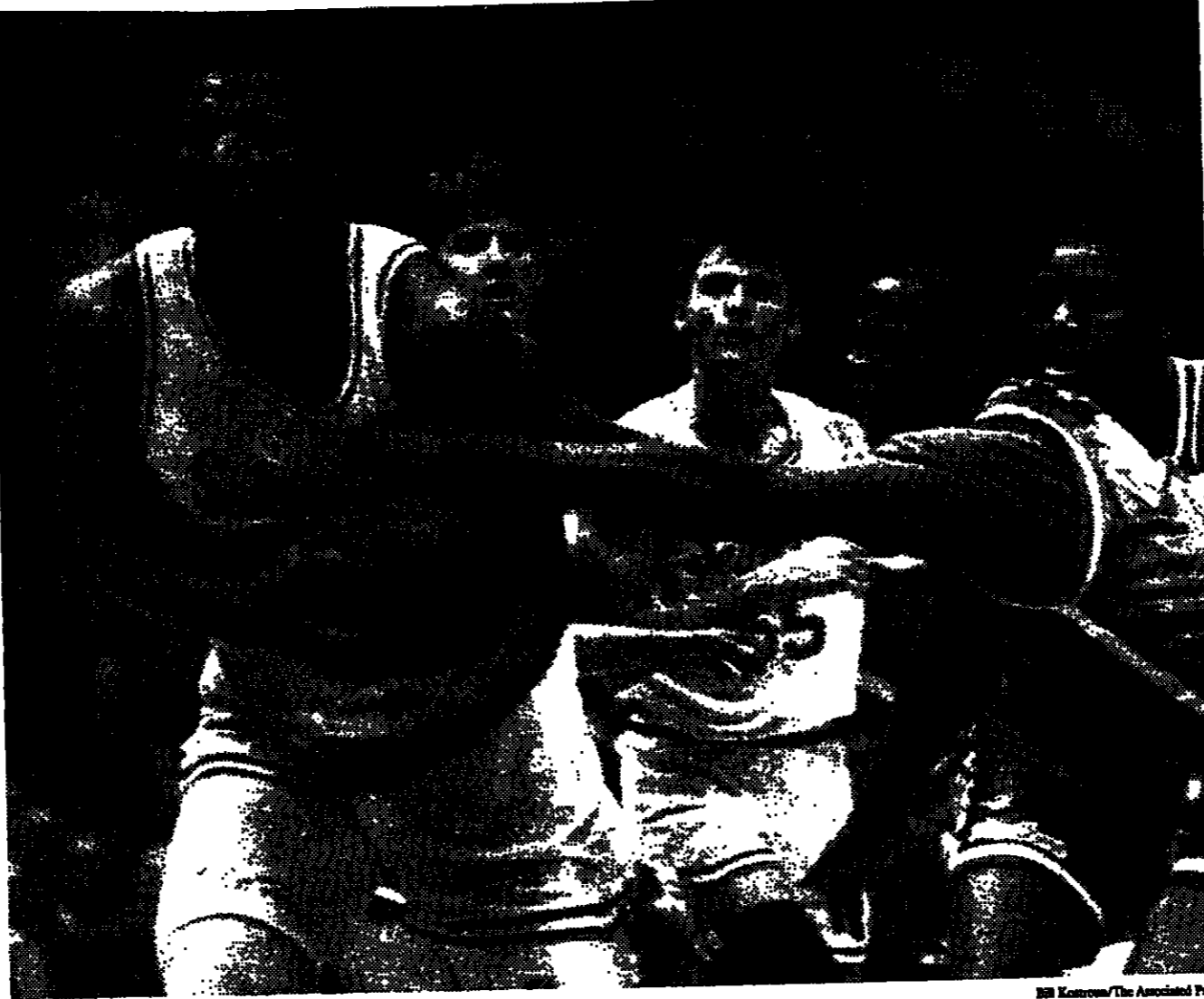
No. 9 Missouri 87, Nebraska 61: Anthony Peeler set a school record with six 3-pointers and scored 34 points as Missouri breezed at home.

Peeler was 4-for-4 on 3-pointers in the first half and scored 24 points as the Tigers took a 53-31 lead at halftime. He finished 6-for-8 from long range and broke Lynn Hardy's mark of five 3-pointers, against St. Bonaventure on Jan. 5, 1987.

Missouri (18-3, 6-2) scored the game's first nine points. Nebraska (15-6, 3-5) got 13 points from Derrick Chandler.

No. 15 UNLV 76, Cal State-Fullerton 47: J.R. Rider scored 23 points and Nevada-Las Vegas extended the nation's longest winning string to 20 games. The Runnin' Rebels also stretched their home winning streak to 46, also best in the country.

UNLV (23-2, 15-0) clinched at least a tie for the regular season Big West championship. The Rebels are ineligible for both the conference playoffs and the NCAA tournament because of NCAA violations.



The long arm of Pitt's Jermaine Morgan was not enough to stop Luther Wright and his Seton Hall teammates from rolling to victory.

Magic and Larry Exit Center Court, but Is There an Encore?

By Tony Kornheiser

WASHINGTON — Seeing Magic Johnson and Larry Bird together at the Forum gave me goose bumps. And it made me sad also to think that might have been the last time we'll ever see them together on a basketball court.

Oh sure, the Olympics. Maybe even the playoffs.

Magic hasn't shut off the light on his NBA career. Twice now, he has been given an opportunity to grandly flip the switch — after his storied performance at the recent All-Star Game and at Sunday's "retirement" ceremony — and twice he declined.

Indeed, on Sunday he said, "I hope if I do decide to come back, you won't be upset if we do this all over again." If I read him correctly, Magic doesn't think the Lakers

have retired his uniform as much as he's temporarily lent it to an exhibit.

But I can't help seeing all this as mostly brave talk, as whistling a happy tune. Magic is the AIDS virus. Although he hasn't contracted the disease yet, we are warned it's on the way. Whether he'd physically be able to play in the Olympics or the playoffs is uncertain — let alone whether the NBA and the Lakers would let him.

And Bird has a chronic bad back that has so far kept him out of 44 games over the last season-and-a-half. He's 35. Bad backs get worse as you grow older.

But there was that unimpeachable symmetry of Magic and Bird at center court together, out of uniform, vaguely disconnected.

piece of parquet floor and a shy smile? "It's sort of too bad that Larry and I couldn't go on forever," Magic said Sunday. "I thank Larry Bird personally for bringing out the best in Magic Johnson."

It started in the NCAA final in 1979, when Magic played for Michigan State,

through thin air and create an unfathomable music. They were acrobats, soloists who defied the limits of the game.

Magic and Bird defined those limits. They played it the way it was drawn on the blueprints.

They had quickness, but no speed. They had moves, but no lift. Their genius lay in anticipation and fundamentals. Erving and Jordan made their teams better by taking the ball into their own hands. Magic and Bird made their teams better by placing the ball in their teammates' hands. They honored their teams by being part of them, not apart from them. Nobody passed the ball better. Nobody understood the physics of the game as well. When it came time to carry the weight, nobody stepped up as heroically to take the crucial shots.

There were more spectacular talents. Julius Erving and Michael Jordan could soar

and Bird played for Indiana State, and it continued for 12 pro seasons. There were thousands of barroom debates all across the country as to who was better. You could not say one name without immediately thinking of the other.

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THE SHERIFF OF NOTTINGHAM

By Richard Kluger. 483 pages. \$23. Viking Inc., 375 Hudson Street, New York, N.Y. 10014.

Reviewed by Herbert Mitgang

HISTORICAL revisionism is very much in fashion in books about presidents, prime ministers and generals; reputations rise and fall with greater frequency in recent biographical second looks. But what do you call a revision of a legend that may not have been true in the first place?

Richard Kluger calls it "The Sheriff of Nottingham," an inventive and entertaining historical novel that echoes down to the present from 1215. It takes place in Sherwood Forest, all right, but this is another part of the forest. The likes of Erol Flynn or Kevin Costner would not always be at home here. It's a novel with more social bite than swashbuckle: a revisionist "Robin Hood."

Judged by past achievements, no one is more entitled to rearrange facts in fiction, than Kluger. We've come to expect accuracy from him, as he displayed in two outstanding nonfiction books, "Simple Justice," about the Supreme Court decision in Brown v. Board of Education, and "The Paper," about The New York Her-

ald Tribune. In "The Sheriff of Nottingham," he's more light-handed as he shares the fun of research and speculation with followers of historical fiction.

Robin Hood, at first described as "a lout from up-county named Stuckey Woodfinch," plays a secondary role in the novel. That's a bit disappointing since we're so accustomed to our legends remaining constant. Only halfway into the story is he rechristened Master Robin Hood because of his prowess and ability to conceal himself in the forest. He remains offstage much of the time except for one exciting scene at a county fair where, using his longbow, he shoots an arrow that finds its mark 240 yards away.

As a result of winning the contest, Woodfinch-Hood is appointed an archery instructor and gamekeeper in the king's woods by the sheriff of Nottingham.

Kluger strengthens the mind of Master Hood by turning him into an anti-establishment character who cannot obey orders, prefers drinking and carousing to getting ahead in life, and declines to respect all escutcheons of authority.

The title character in the book — the

sheriff of Nottinghamshire — is more fleshed out than his legendary longbowman. Although a faithful representative of the crown, he remains a personality in his own right, risking his neck to uphold his principles of good governance.

Kluger informs the reader that there is brown kept careful records about the chief royal officer who presided over King John's castle at Nottingham. In the famous legend, the sheriff is never given a name; posterity has made him a faceless embodiment of villainy.

Not so in "The Sheriff of Nottingham." He becomes a French soldier of fortune named Philip Mark, a commoner denied a knighthood because he is too independent to be a bootlicker. Above all, he's a steady foe of the bloated King John's oppressive laws. In a dramatic philosophical confrontation that turns all too real, the king orders the sheriff to hang a band of Welsh children, hostages to power politics.

Must an underdog obey an unconscionable demand by his superior? Can simply obeying the orders of a higher au-

thority be used as a defense? Without breaking the mood of medieval times, the author raises ethical issues between King John and the sheriff that are timeless.

It is an author's privilege in historical fiction to place his characters at the center of large events, interacting with important people. At one point in the narrative, some barons who exact Magna Carta from King John to ensure their own feudal rights and gain some implied freedoms for commoners seek the counsel of the sheriff of Nottingham.

He defines the boundaries of lawful obedience, saying that "justice partakes more of philosophy than of logic — more of art than of science — and varies markedly with each man's appraisal." He adds that "government must live by unprejudiced application of settled procedures — otherwise, we are as well ruled by the wind — which, without notice, may shift and become a tempest."

The "Sheriff of Nottingham" delivers a thinking man's Robin Hood.

Herbert Mitgang is on the staff of The New York Times.

BOOKS

BEST SELLERS

Table with columns: Rank, Title, Author, Last Week, Weeks on List. Lists fiction and nonfiction bestsellers.

JUMBLE.

That scrambled word game by Herb Arnold and Bob Lee

Jumble word game interface showing a grid of letters and a list of words to find.

Advertisement for Book Call, a service that finds books for you by phone.

Advertisement for Book Call, including contact information and a small graphic.

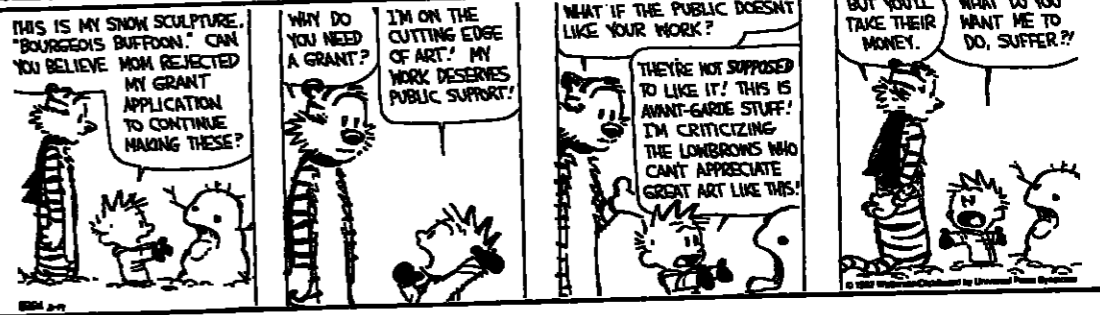
PEANUTS



BEEBLE BAILEY



CALVIN AND HOBBS



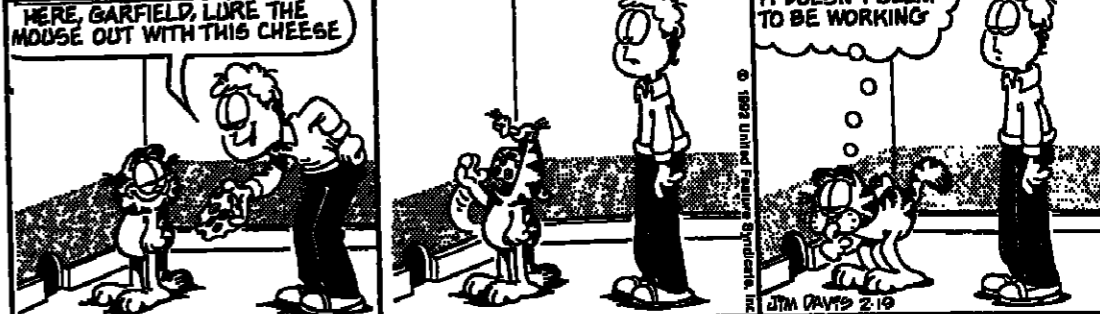
WIZARD of ID



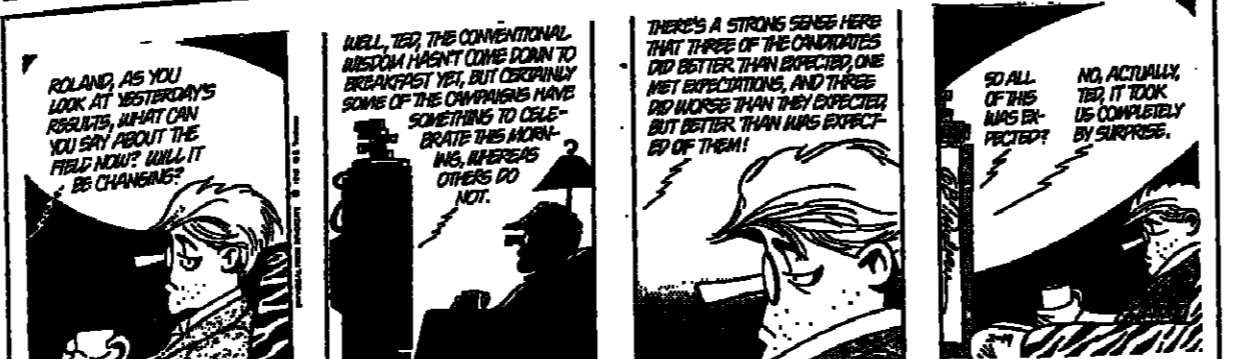
REX MORGAN



GARFIELD



DOONESBURY



SPORTS 1992 WINTER OLYMPICS

U.S. and Canada Gain Semifinals of Hockey Tournament

Back-to-Back Donato Goals Help to Defeat France, 4-1

The Associated Press
MERIBEL, France — Overly aggressive play marred another U.S. Olympic hockey game Tuesday night but didn't prevent the American from beating France, 4-1, and moving within one victory of a shot at the gold medal.

While the game was less intense than the previous night's U.S.-Sweden game — in which U.S. defenseman Greg Brown was sent to the hospital by Mats Naslund's hit against the boards — there were several skirmishes.

With 1:42 to go, Guy Gossein of the United States and Antoine Richer of France got into a brief fight, but only minor penalties were assessed. Sticks and fists were swung as the benches cleared after the final horn, but order was restored after a few minutes and the teams participated in the traditional postgame handshake.

The United States advanced to Friday's semifinal against the winner of Wednesday's Finland-United Team game. The Americans, assured of no worse than fourth place, are in the Olympic medal round for the first time since winning the 1980 gold medal.

Ted Donato scored twice in a 3:16 span of the second period, breaking open a 1-1 game, silencing the home crowd's cheers of *Alex la France!* and eliciting chants of "U-S-A! U-S-A!" from a vocal minority of U.S. fans.

Donato also assisted on Marty McInnis' third-period goal.

Ray LeBlanc, who allowed three goals in the final 13:39 of the 3-3 tie with Sweden, made 35 saves. He has allowed only eight goals while playing all 360 minutes of the tournament.

France, making its first medal-round appearance, carried play and scored the only goal of the opening period.

Stephane Barin stole Mantha's blind back-pass in American ice and slapped a shot from the right circle through LeBlanc's pads.

The U.S. team looked no more inspired early in the second.

France thought it had taken a two-goal lead off a pileup in front of the net, but referee Georg McCorty said LeBlanc gloved the puck before it crossed the goal line; television replays were inconclusive.

America got its first power play of the game at 4:03 of the second period after having looked lost, as players ran into each other and passed failed to click.

As the power play neared its end, however, the United States gained control in French ice. Petri Ylonen stopped Sean Hill's shot from the point before Keith Tkachuk lifted the puck over the fallen goaltender, making it 1-1 at 5:43.

Thanks to Donato, America then gained control of the game.

Donato got his first goal at 8:13,

kicking in a rebound of McInnis' shot. The French protested that the goal should have been disallowed because they felt the kick was intentional, but McCorty immediately signaled that it was good.

McInnis had a role in the next goal, too, sliding a pass under defenseman Michel LeBlanc in front to Donato, who scored between Ylonen's pads.

Naslund to Play Today
 The Associated Press
 Brown was "doing fine" Tuesday after being released from a hospital, The Associated Press reported, and Naslund, the Swedish player whose hard check injured Brown, won't be suspended, officials said.

Brown suffered a concussion, a broken nose and a 12-stitch cut above his nose when he was hit by Naslund.

"We received the referee's report," said Jan-Ake Edvinsson, the International Ice Hockey Federation general secretary. "Naslund got a five-minute penalty and a game penalty. There will be no further action."

Naslund will be available to play in the quarterfinal Wednesday against Czechoslovakia, Edvinsson said.

Norway Defeats Italy
 Two goals apiece from Marius Rath and Ole Dahlstrom helped Norway to a 5-3 victory over Italy on Tuesday in the consolation round, Agence France-Press reported from Meribel.



Richard Amann of Germany gave Canada's Kent Manderville an assist to the ice during the match.

Lindros Scores the Winner In Sudden-Death Shootout

By Filip Bondy
 New York Times Service
MERIBEL, France — As narrow escapes go, this one was substantially by skunk. Canada beat Germany in the first Olympic sudden-death shootout ever, by the width of a hockey puck on Tuesday.

The shootout, a nearly random event originally invented for soccer and put most capricious of finishes to a 3-3 tie in a knockout quarterfinal game. Because a puck rolled to a halt exactly on the goal line behind goaltender Sean Burke, instead of rolling over it, Canada won the shootout, 3-2, and advanced to the semifinals.

"It's not a good way to end a match," said Ludek Bukac, the coach of Germany. "It's not a game situation. It's better just to keep playing, or even to flip a coin. That's the same thing."

In truth, Germany probably did not deserve to win, or even to get as far as the shootout. Canada dominated the match, outshot the Germans, 36-21, and had three goals nullified by referee Seppo Makela — two on quick whistles and one that was ruled to have been kicked in by center Joseph Fabianon.

Nonetheless, goaltender Helmut de Raaf played spectacularly at times as Ernst Koepf, from the slot, tied the score at 17 minutes, 38 seconds of the third period with a deflection past Burke. Ten minutes of overtime produced no goal, so the teams went to the shootout.

As in soccer, each team was given

five shots by five players. The Canadians took a quick 2-0 lead on shootout scores by Jason Woolley and Wally Schreiber, but Burke failed to stop the final two German shooters, Michael Rummich and Andreas Brockmann.

The score was suddenly tied again, so the sudden-death shootout began, and the two teams repeated shooters. Eric Lindros went low, to the right, and beat de Raaf along the ice. That left it to German center Peter Draisaitl, who wrenched a shot beneath Burke, then watched in agony as the puck stopped dead on the goal line.

"That was the most dramatic finish I have ever seen on an international match," said German center George Holzmann. "We might have won. The Canadians were not as strong as we thought they would be."

Although not all the Canadian players were in love with this system, the team's coaches had prepared them well. The team had practiced the shootout for two successive days, and the coaches had discussed on Monday which players would shoot, in which order.

The Canadians came into the game seeded first from Group B with a 4-1 record. Germany, which must play in consolation matches to determine fifth through eighth places, was 2-3 before the game, a fourth-place finisher in Group A.

"If we hadn't had a shootout, we'd be there until tomorrow morning," Fleming said. "That's how well the goalies were playing."

Canada's Lindros: True Star or Merely a Nova?

By Filip Bondy
 New York Times Service
MERIBEL, France — The eye holds to Canada's star, Eric Lindros, whether he is floating about, vulture-like, on the ice or delivering another Olympic diatribe against the Quebec Nordiques in a press subcenter.

Number 88 is a conspicuous giant, 6 feet, 4 inches (1.93 meters) and a 225-pound (102-kilogram) vertical trampoliner for would-be checkers. Yet, somehow, he becomes very nearly invisible anywhere near the blue or dotted lines.

Here in Meribel, he is alternately arrogant and charming, always outrageous. And since the regular rules never apply to Lindros, he will go skating in the Alps after the Olympic games are over, when several of his teammates are reporting to work for the first time at National Hockey League arenas.

"I'm not going to talk about that," Lindros will say about the presence here of the Quebec Nordiques' general manager, Pierre Page, and then he will start to talk about it. "I just want to go to a class organization. That isn't so much to ask."

Lindros has become a figure of considerable fascination at these Olympics to

the international set, which does not often get an opportunity to catch his 18-year-old act at Oshawa General games in the Ontario Hockey League. Everybody has an opinion on the man who turned his back on a series of multimillion-dollar contract offers, thus insulting an entire Canadian province.

His Canada teammate, Curt Giles, a Minnesota North Star defenseman, be-

lieves Lindros will be a solid pro someday.

"But he's not the type of player who can carry a team by himself," Giles said. "He's not going to win the gold medal for us alone."

Norway's goaltender, Robert Schistad, was not impressed, even though Lindros scored a goal against him. "He hits late, he doesn't play defense," Schistad said. "He hides well, but there is too much excitement over him."

Igor Dmitriev, the assistant coach of the Unified Team, had a suggestion: "If

he doesn't like Quebec, how about Moscow?"

Teemu Seelina, the young Finnish star, could not understand why Lindros was playing at the Olympics. "Why doesn't he just go to the National Hockey League?" Seelina asked. "That's where he belongs."

Instead, Lindros was at the Olympic ice rink again on Tuesday, in Canada's

bar with a shot off another breakaway. Sitting in the penalty box later, Lindros growled at referee Don Adam of the United States and tore the cap off a bottle of water with his teeth.

When teammate Patrick Lebeau inadvertently dropped his stick, Lindros flicked it back to him perfectly, like some circus juggling act. He mixed it up with a couple of opponents, then argued about the rough stuff with the legendary Russian coach, Viktor Tikhonov.

"I don't speak Russian, so I don't know what he said," Lindros said. "I used the universal language."

As he was using this universal language on Tikhonov, Lindros pointed to the number on his own sleeve. Maybe Tikhonov hadn't realized this was the great Lindros.

"I like the Russian game," said Lindros, a playmaker who appreciates the Unified Team's playmaking. "It doesn't matter what they call themselves, they still wheel and deal and have great bursts of speed."

The Olympics have been fun for Lindros so far, worth the wait. The Nordiques should know that the next Winter Games are only two years away and that Lindros is a stubborn man.

Everybody has an opinion on the man who turned his back on multimillion-dollar contract offers, thus insulting an entire Canadian province.

CROSS-COUNTRY SKIING											
10-Kilometer Relay											
GOLD—Norway (Tore Linnestad, Vegard Ulvang, Kristin Storaasli, Liv Grete Skjeldestad)											
SILVER—Italy (Giuseppe Pulfre, Marco Albertoni, Gabriele Vanzetta, Silvia Fuser)											
BRONZE—Finland (Mika Kusanen, Henri Kivimäki, Jari Rissanen, Jari Rissanen)											
NORDIC COMBINED											
GOLD—Japan (Reiichi Mikata, Takahiro Norio)											
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BRONZE—Austria (Klaus Ober, Stefan Kreiner, Klaus Sulzberger)											
SPEED SKATING											
GOLD—Ole Zinke, Germany											
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WEEK W/ KONG-RONG KIM (2:01:04); 14. Grewa (Dimitris Tsoukouras, Timoleon Tsoukouras, Nikos Anastasiadis, Athanasios Tsoukouras) 2:05:44.											
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Japan, in Nordic Combined Victory, Takes First Winter Gold Since '72

The Associated Press
COURCHEVEL, France — Japan won its first Winter Olympic gold medal in 20 years on Tuesday, when the men's Nordic combined team held off Norway and Austria in the closing 3 x 10-kilometer cross-country relay.

The Japanese team entered the race with a big lead after the ski-jumping competition, and finished the three-man relay in 1 hour, 23 minutes, 36.5 seconds. The Norwegian team finished 1 minute, 26.4 seconds back, and Austria was close behind.

Japan won its last Winter Olympic gold at the 1972 Games in Sapporo, Japan, when Yukio Kasuya won the ski-jumping competition.

Kenji Ogihara skied a strong last leg to hold off his challengers after Reiichi Mikata and Takahiro

Kono had wasted most of the lead. The Japanese team had left a whopping 2 minutes, 27.5 seconds ahead of Austria and 5:33.5 ahead of France, which started out in fifth place and finished fourth.

The United States started the day fourth after the ski jumping but faded to eighth.

Norway staged the most remarkable comeback, leaving the starting gate 6:16 minutes after Japan and finishing second.

Slight and a temperature of minus 2 degrees centigrade (28 degrees Fahrenheit) made the thick snow cover of the relay course hard.

The Nordic combined used the results from the ski jumping on Monday to handicap in the cross-country relay. The team with the lead starts the cross-country before the others and the first

country across the finish line wins. Norway and Austria fought out second place, but anchor Klaus Sulzberger of Austria fell behind Elden Troad of Norway in the last five kilometers.

France, despite having the gold and silver medals — in the individual Nordic combined on its team, was never in contention.

Japan started out with its weakest cross-country skier, Mikata, and he lost two minutes to Knut Aabeland of Norway. Kono had a bad relay and Fred Lundeby closed further in. Two-thirds through the race, Norway trailed only by 1:55 minutes.

Then Elden, Norway's strongest cross-country skier, took over and was steadily closing in on Ogiwara up to the finish.

OLYMPIC SCOREBOARD Sponsored by MCI CALL USA

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Norway Wins in Relay, Ulvang Gets 3d Gold

The Associated Press
LES SAISIES, France — Norway continued its iron grip on men's Olympic cross-country skiing Tuesday, easily winning the 4 x 10-kilometer relay.

Vegard Ulvang, who skied the second leg, won his third gold medal and became the leading male medal-winner of the Games with three golds and a silver. He won the individual 30-kilometer and 10-kilometer races and was second in the combined pursuit.

The Norwegians, who have won all four men's races, took the lead in the second of four legs and coasted to a 1 minute, 26.7-second victory over Italy.

It was one of the biggest victory margins recorded in a men's relay in recent Winter Games' history and it gave Norway a seventh gold medal, equaling the country's all-time high.

Finland snatched the bronze medal from Sweden, which led after the first leg, in a furious battle down the final stretch.

Thousands of flag-waving Norwegian fans celebrated the victory along the trails and in the stadium. Norway's King Harald V, an avid

ski enthusiast, was in the stadium. Ulvang, the new cross-country king after Sweden's Gunde Svann decided to take a one-year sabbatical, has not decided if he will go for a fourth gold in the 50-kilometer freestyle Saturday, the men's final cross-country event.

"I'm going to decide tomorrow," he said. "First I have to ski a couple of laps and test my hip. It doesn't bother me when I'm skiing the classic style, but it hurts when I'm skating."

The only other triple gold medalist in the Games is another cross-country skier, Lyubov Egorova, who helped the Unified Team win the women's relay Monday.

The only drama in Tuesday's relay was the battle for the bronze between Finland and Sweden, which won the last two Olympic relays.

Finland's Jari Isometsa held off Torpny Mogren of Sweden in a head-to-head duel on the final straightaway and lunged across the finish line for third, just one second ahead of the Swede.

For Italy it was the first medal in a relay since the event was added to the program in 1936.

'The Terminator' Talks Tough

LES SAISIES, France — Those watching the CBS coverage of Norway's victory in the 4 x 10-kilometer relay must have been a bit puzzled when Vegard Ulvang, a far from aggressive man, said: "Arnie, you don't scare me."

Then he said: "Here's looking at you, kid."

The answer lay in television and Hollywood.

After winning his first two races at these Games, Ulvang was dubbed "The Terminator" by the CBS television network, which was trying hard to add some spice to a sport many Americans find about as exciting as watching paint dry.

The Terminator is the title, too, an extremely violent film by the Austin-born Arnold Schwarzenegger, who has turned up at the Games as trainer of a speed skier from that country.

So the CBS cameras were at Tuesday's finish line with some carefully chosen phrases for Ulvang to repeat. And ever courteous, he was happy to oblige, even if the conversation had its weird moments.

"Arnie, I want to get you," he said, with not the fiercest of looks. Then the conversation turned to Morocco because, in an earlier stunt, the network had brought Ulvang and Morocco's Faisal Cheradi together as the best and the worst in the men's events on the Olympic trails. Cheradi, who left for home on Tuesday, came home nearly an hour after Ulvang in the 10-kilometer individual race.

"Hasta la vista, baby," Ulvang said with a friendly smile, then added: "Here's looking at you, kid."



Ulvang: CBS meanie.

CURLING

QUARTERFINALS											
First period—1. Canada, 3-0; 2. Germany, 2-1; 3. Norway, 1-1; 4. Sweden, 1-1.											
Second period—1. United States, Keith Tachuk, 2-0; 2. United States, Ted Donato (Marty McInnis), 2-1; 3. Norway, 1-1; 4. Norway, 1-1; 5. Norway, 1-1; 6. Norway, 1-1; 7. Norway, 1-1; 8. Norway, 1-1; 9. Norway, 1-1; 10. Norway, 1-1; 11. Norway, 1-1; 12. Norway, 1-1.											

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Heat 2—1. Korea, 2:08.24; 2. Korea, 2:08.24; 3. Korea, 2:08.24; 4. Korea, 2:08.24; 5. Korea, 2:08.24; 6. Korea, 2:08.24; 7. Korea, 2:08.24; 8. Korea, 2:08.24; 9. Korea, 2:08.24; 10. Korea, 2:08.24; 11. Korea, 2:08.24; 12. Korea, 2:08.24.											

SPORTS 1992 WINTER OLYMPICS

Tomba and 'Tombagnoni' Make It a Giant, Super Day for Italy

Compagnoni Drops Merle To 2d in Women's Race

By Gerald Eskenazi
New York Times Service

MERIBEL, France — Each of the previous 11 skiers had zoomed down the mountain Tuesday chasing the crowd's beloved Carole Merle, a daughter of the French Alps, and each had failed by an electronic tick.

And now the Italian, Deborah Compagnoni, known by her countrymen affectionately as "Tombagnoni" because of her daring style reminiscent of her training partner, Alberto Tomba, dared to try to wrest the gold medal in the women's super-giant slalom. Her legs throbbed, though, from the skiing accident two years ago that had halted her career.

This was a mile run over a course that combined the speed of the downhill with the sensitivity needed to negotiate the slalom gates. Twists and turns at speed.

At the bottom, the largely home crowd was anticipating the medal for France.

Compagnoni took off, low to the ground, arms in tight, not flapping, just as she and Tomba had learned in training together. She looked good. She hit the first marker in 29.96 seconds — faster than Merle had reached this point. At the bottom of the mountain, the crowd carrying nicknacks and ringing cowbells let out a nervous "Oh!"

But the spectators recovered quickly. After all, 11 others had taken after their Carole and failed. And Compagnoni was only 33 hundredths of a second ahead.

But suddenly, she was to recall, she did not think she could finish. "My legs hurt. I did not know if I could go on," she said. This is an athlete with problems. Two feet, about 60 centimeters, of intestine were removed last year. She cannot eat food that contains iron.

The crowd below could not see the skier yet. From where they stood, only the bottom third of the run was visible. But they saw the new time displayed on the television screen — "Oh!" again — and the Italian had increased her lead to more than a second.

Now she loomed over the crest, arriving with a spray of snow kicking up behind her. Maybe, maybe, the same problems would happen to her, going wide over the final 100 meters, just as Petra Kronberger of Austria had done minutes earlier, just as Katja Seizinger of Germany had done, just as Ulrike Maier of Austria had done. All had had a shot at Merle.

Now, the crowd hoped, it was Compagnoni's turn to fail. Not Tuesday. Doggedly, still low and tight, knees throbbing, Compagnoni took the final gates. She whizzed under the finish line. Alpine silence.

"My legs don't hurt any more," she recalled thinking.

She had sped the mile in 1 minute, 21.22 seconds. That was 1.41 seconds faster than Merle, who had what had seemed to be a huge lead of more than half a second over Seizinger.

Compagnoni's victory was this decisive, though: None of the first 39 finishers had a victory margin over the competitor behind her that was so great.

A television camera was thrust into her face. "I hope Tomba wins like I did," she said.

She knew that in a few minutes, Tomba would go after a repeat Olympic medal in the giant slalom. He got it, too.

Compagnoni, a Northern Italian, often trains with Tomba. This, though, was her first Olympic medal.

For just a shade under half a minute, it seemed there might have been one for the United States also.

The very first skier of the day was Dianne Roff. She brought gasps from the throng when she was timed at 29.95 seconds for the first marker. Only Seizinger, who ended up with the bronze, would be quicker there.

Her attacking strategy had worked, but only up to a point. After 10 more seconds, Roff finished negotiating a gate.

"There's a fall-away after the gate," she recalled. "I just got on my inside ski, hit a little bump, and it was over."

And so it was. She was down. But three more Americans skied the course, and Eva Twardokens of finished eighth, 2.97 seconds out of first.

Hilary Lindh, who had won the

silver in the downhill, was 18th. Julie Parisien finished 11th but was disqualified because she started 16-hundredths of a second too soon.

"Obviously, this was not the best day," said the U.S. women's coach, Ernst Hager.

"If this were a World Cup, I'd be elated," Twardokens said.

Merle, France's most popular woman skier, knows these mountains. Her parents own a hotel in the Southern Alps and she is considered a local hero.

"I am not disappointed," she said. "A silver medal is fantastic."

Fine Weather Expected
Forecasters on Tuesday all but ruled out further weather disruption at the Winter Olympics. The Associated Press reported from Albertville.

The weathermen said that the fine, cold weather would continue at least until Saturday. Conditions could deteriorate on Sunday, they said, when the only outdoor event is the closing ceremony.

Only one event, the women's super-giant slalom, has been postponed because of bad weather since the Games began on Feb. 15.



Deborah Compagnoni whizzing through the super-giant slalom Tuesday to defeat the French favorite, Carole Merle, by 1.41 seconds.

In Classic Confrontation, Girardelli Is Runner-Up

By Harvey Araton
New York Times Service

VAL D'ISERE, France — It was more than a dramatic showdown of champion skiers. It was a classic confrontation of Olympic ideals, Alberto Tomba, whom all of Italy adore, versus Marc Girardelli, the man without a country.

How do you like your Olympics, with flag-waving nationalists or purely for the sake of athletic competition? For Tomba, the giant slalom course was laced Tuesday with thousands of horn-blowing, banner-toting, Tomba-worshipping zealots. For Girardelli, the only known fervent supporter was his autocratic father and coach, Helmut Girardelli, pulling for his progeny somewhere on the mountain.

Both men responded dramatically to the challenge of their respective followings. Luxembourg's one-man alpine delegation, having been taken from his native Austria by his father at the age of 12 after a dispute with that country's ski federation, nearly stole his electric rival's Olympic thunder. But Tomba, in the end, only added to the legend of La Bomba.

The last of the 15 seeded skiers in the second of the two runs which became the racer's cumulative score, Tomba roared down La Face de Bellevue in 1:02.41, the fastest time of the day and snatched a history-making gold medal from Girardelli, a 26-year-old, four-time World Cup champion who has never gotten to the Olympic gold.

By winning the event he also captured at the 1988 Calgary Olympics. Tomba became the first Alpine skier to successfully defend an Olympic gold medal in the same event. He will attempt a double repeat in the slalom Saturday in Les Menuires. Girardelli, unless a reported injury to his left knee during Tuesday's second run dictates otherwise, should remain in hot pursuit. Likewise Norway's Kjetil Andre Aamodt, Sunday's gold medal winner in a super-giant slalom, who Tuesday took the bronze.

True to his mystique, Tomba did not let victory pass without playing it for every photograph it was worth. He hugged the beaten but unbowed Girardelli behind the finish line. He lifted his skis in the palm of his right hand. He mixed with his fans by the side of the course, telling them he loved them as much they love him.

"I did know what happened until I saw all the flags waving," Tomba said. "Then I knew that I won."

It could never be this way for Girardelli, Luxembourg being more a mailing address than a home. It seemed as if all of Italy had poured through a narrow mountain pass into this icy Savic outpost in support of Tomba. He is a rare ski champion from a city, Bologna.

Tomba fans had come the night before, hundreds standing in the cold to scream his name as he picked the sixth position for the morning run in a public draw. Fan clubs from Italian villages marched by group on the streets three hours before the first run, waking up the village by blowing horns and singing songs. By the time the course was set, and the skiers were at the top, the finish line area was draped in the Italian colors, red, green and white.

Tomba set the pace in that first run, in 1:04.57, with Girardelli second, 13-hundredths of a second behind. For the second run, as always, the course was moved slightly, to create a fresh line of snow. As temperatures dropped, so did the times.

In reverse order of their morning finish, the skiers descended, one leapingfrogging the other into medal position. Finally, when Girardelli made his second run in 1:02.60, passing Aamodt, the challenge was made. From the top, Tomba reminded himself, he said, to "attack the bottom of the course."

He would have to win. His first split time placed him 12th. During the second half of the race, Tomba, as one of his fans' banners read: "Sula neve vola Tomba, come in cielo una bomba." Tomba flies over the snow, like a bomb in the sky.

He needed 1:02.72 to win. He finished in 1:02.41. His overall time, 2:06.98, beat Girardelli by roughly a third of a second. Close, though not as close as it sounds.

"It is true that in World Cup, I did not do well," Tomba said when asked about a couple of much-publicized falls and stumps between Calgary and Albertville, leading him to hire a psychologist he calls *adviser and friend*. "But maybe, the Olympics are more important and I concentrated more on this."

Again, in sharp contrast to Girardelli, who has said — perhaps in part to soothe past Olympic defeat — that a record fifth World Cup title is all that keeps his battered, surgically repaired body going. And when it was announced that Girardelli was hurt, reporters were advised that he would not attend the press conference or Tuesday night's medal ceremony.

In the company of what was sure to be an Italian love-in, the flag of Luxembourg would rise before a pedestal that was empty.

Girardelli Taken to Austria
Girardelli was rushed to Austria late Tuesday for treatment of the knee injury suffered during the giant slalom earlier in the day, a Luxembourg Ski Federation told The Associated Press.

The official said he could provide little detail about the extent of the injury, but that Girardelli was going to see an Austrian doctor who had operated on him in the past.



Carole Merle's face showed her disappointment as she read that Compagnoni had overtaken her.



Alberto Tomba got a giant-slalom victory, and a kiss from his sister.



A dejected Franck Piccard, another pre-race favorite, finished 18th in the men's giant-slalom race at Val d'Isere.

TOMBA: Zinke Wins at 1,000 Meters, Jansen Ties for 26th

In All Humility

(Continued from page 1)

"but let's wait to award me the slalom medal."

For him, that's almost humility. Between runs of the 1988 slalom in Calgary, this 25-year-old son of the owner of a high-priced men's shop in Bologna phoned home and announced, "I felt everybody to watch me on television in the second run; I am great today."

He didn't phone home between the runs on Tuesday, but he knew what he had to do and he did it, winning by 32 hundredths of a second over Marc Girardelli of Luxembourg.

"I knew by midcourse I was behind," he said, "so I pushed very hard in the final section. It's fantastic. If I won today, I'm in top form."

He had predicted, "You will not waste your money betting on me in the Olympics."

And he won with the burden that is often too much for many athletes and many teams — winning when you're expected to win.

He was more emotional than usual: raising his arms and then falling to his knees as if he were Bjorn Borg at Wimbledon, hugging even men, hurrying across the snow to celebrate with his paisans holding banners.

"Alberto Tomba, Grazie al Signore," one read. "Alberto Tomba, Thank You for Existing."

Thank you too for upstaging the downhill racers who usually dominate the White Circus, as the world ski tour is known. Tom Seiler of Austria in 1956 and Jean-Claude Killy of France in 1968 were the only Olympic skiers to sweep all three men's Alpine events (downhill, slalom and giant slalom) in the years before the giant slalom.

Tomba now has matched their total of gold medals, and on Saturday he should surpass it.

Seiler and Killy grew up in the



Olaf Zinke of Germany, reportedly ill, won at 1,000 meters.

Alps, skiing to school, but Tomba emerged from a big city. He travels with a coach, a physiotherapist, a sports psychologist, a ski technician and an agent. He endorses Italian ski jackets, bibs, goggles and poles as well as French skis, bindings and boots. His annual earnings have hovered around \$1 million and surely will soar above that now that he has claimed Tomba for himself.

"Since the Olympics are in Albertville, like my name, I think the Olympics will be something special, and when I win it will be known as Alberto-ville," he had joked for weeks. "And don't forget that four years ago the Olympics were in Alberta, also like my name. I feel maybe it's destiny for me to win in these places."

And when asked Tuesday what he would say to himself in English, he replied, "Congratulations, Alberto. Thanks very much, me."

By Christine Brennan Washington Post Service

ALBERTVILLE, France — Olaf Zinke, the reportedly ailing speed skater who was the last to win the East German sprint championship, broke from international obscurity Tuesday to win the gold medal in the men's 1,000 meters while the U.S. hopeful, Dan Jansen, had a dismal day and finished tied for 26th.

Zinke, 25, a car mechanic whose training is subsidized by the city of Berlin, won the fifth speed-skating gold medal for Germany at the Olympic Games in 1 minute, 14.85 seconds, one 100th of a second faster than the surprising silver medalist, Kim Yoon Man of South Korea, who finished in 1:14.86. Yukinari Miyabe of Japan won the bronze in 1:14.92.

The United States had a terrible overall performance, with Nick Thometz, the top American, finishing 15th in 1:16.19; Eric Flaim, who was fourth in this race in 1988, tied for 16th in 1:16.47; David Bestman 20th in 1:16.57, and Jansen, who finished fourth in the 500 on Saturday, tied for 26th in 1:17.34.

Barring a huge upset in the final speed-skating event, the men's 10,000, the U.S. men will go through an Olympics without a speed-skating gold medal for only the fourth time in history. It happened in 1956, 1972, 1994.

"I always expect a lot of my skaters," said the U.S. coach, Peter Mueller. "I don't put a number on medals, I don't like to do that, but I thought three or four was a possibility."

No one could blame the poor U.S. performance on the weather conditions, which were ideal for the first time at the Olympic Oval. It was cold, the ice was hard, and there was no wind.

"If we had today's ice for the 500, the results would have been different," said Jansen, the hard-luck skater of the 1988 Calgary Olympics, who fell twice there after his sister's death.

Jansen was on gold-medal pace for the first 600 meters but faded badly in the stretch. As he went into the last two turns, Jansen's legs

even though he is the German national champion at 1,000 meters. There were rumors that he was sick with flu, but it turned out that 500-meter gold medalist, Uwe-Jens Mey, who was entered in the race on Tuesday, was the one who was ill.

"I just got tired," Jansen said. "I always have trouble with the last lap. I knew I was going good and at the 600 was 310ths faster than Zinke [44.63 seconds to 44.97 for Zinke], which means a lot when you're going well and not that much when you're tired."

However, Jansen defended his decision to go out fast. "What's the difference if I'm fifth or sixth or 20th," he said. "I was there for a medal today."

Nonetheless, Jansen, 26, said there was "a strong possibility" he would come back for the 1994 Winter Olympics in Lillehammer, Norway.

Medals are something the Americans — except for Bonnie Blair — have had trouble earning, while the Germans have been winning them in bunches, 11 in nine speed-skating races so far.

Zinke was an unlikely winner, tied up and his smooth stride turned choppy.

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Champion Daigle Is Ousted In Short Track Preliminaries

The Associated Press

ALBERTVILLE, France — Sylvia Daigle, a four-time world champion from Canada, was eliminated Tuesday in the preliminary heats of the Olympic women's 500-meter short track speedskating.

Willy O'Reilly, of Great Britain, the men's 1,000-meter world champion, won his heat in 1 minute, 37.79 seconds. O'Reilly won the gold medal in the 1988 Olympics, when short track was a demonstration sport.

Daigle, among the gold medal favorites, fell behind in her three-woman heat after clipping skates with American Cathy Turner and was eliminated after finishing last.

Turner, 29, won the heat in 47.69 seconds to advance with 15 other skaters to Saturday's semifinals. The women's finals and men's 5,000-meter relay finals also will be skated that night.

Turner gave up short track skating at age 21 to pursue a singing and songwriting career in Las Vegas, but returned to the sport after the 1988 Olympics in Calgary.

Turner was the only one of the three American qualifiers to survive the preliminary heats. Amy Peterson, 20, was eliminated in her 500 heat and Andy Gabel, 27, was disqualified in his 1,000 heat.

The men's 1,000-meter and women's 3,000-meter relay finals will be Thursday at the Albertville Ice Hill, also the site of Olympic figure skating.

Games on Budget

Jean-Claude Killy, co-president of the organizing committee, estimated Tuesday that any deficit on the Games would be no more than 5 percent of the \$800,000 budget. The Associated Press reported.

He said it would be April or May before a final tally would be established.

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POSTCARD Wonder Woman's Mom

By Andrew H. Malcolm

New York Times Service BETHEL, Connecticut — In case you've been away 40 years, Wonder Woman is still fine and 20.

Her invisible plane has disappeared. But the enlightened emissary from the testosterone-free Isle of Paradise, who entered our violent dimension to combat the aggression of history's males through the Amazon philosophy of love and strength, is still the most powerful, determined brunette in a star-spangled strapless swimsuit to educate three generations of comics readers.

After 50 years and more than 600 hair-curling episodes, Wonder Woman has dumped Steve Trevor, who'll soon marry Etta Candy.

But Ms. Woman remains determined to prevail over the forces of crime and/or evil, sexism, war, brutality, hatred, racism, The Cheebah, Deathstroke and any who dare challenge The Power of Love.

Having destroyed European communism without acquiring a single gray hair, she is prepared to pit her bulletproof bracelets and Lasso of Truth against the ruthless demons who seek to re-enslave the liberated lands as early as the April issue.

But, wait! What's that? Like the crash of thunder from the sky above comes a new menace, The Wrath of Wonder Woman's Mom.

Ever since Wonder Woman materialized, readers thought the Amazing Amazon was daughter to Hippolyta, a 1,000-year-old queen. But now we can reveal the true identity of Wonder Woman's real Mom.

She is Elizabeth Holloway Marston. She's not 1,000; she's 99, come Thursday. She's darned proud of it, if you'd like to know. (And you had better.)

Marston is the widow of William Marston, a psychologist who gained more fame for a comic character than his other anti-fighting tool, the lie detector. One dark night as the clouds of war hovered over Europe again, Marston consulted his wife and collaborator, also a psychologist.

He was inventing somebody like that new Superman fellow, only his character would promote a global psychology revolution by forsaking Biff! Bam! and Ka-Runch! for The Power of Love.

Well, said Mrs. Marston, who

was born liberated, this super-hero had better be a woman.

SHAZAM! Wonder Woman was created in the Marston's suburban study as a crusading Boston career woman disguised as Diana Prince, who could dash into a ladies' room (the lines were shorter in those days) and emerge in her eagle-festooned, red-white-and-blue crime-fighting colliers.

The world was ready. Wonder Woman's first adventure involved bank robbers whose fedoras kept flying off in surprise, and Steve, who was handsome but required regular rescuing.

Millions were sold. Eventually, W.W. became a TV series starring Lynda Carter, which many fathers volunteered to watch with their children.

Meanwhile, in a small Connecticut town Wonder Woman's Mom has disguised herself as a retired editor who lives in postwar housing with Bear, the Wonder Shih Tzu who can sleep and snore at the same time; a black cat named Sylvester, who can sleep, and a dedicated son, Pete, who can sell real estate.

Wonder Woman Sr. was born on the Isle of Man, the first female in three generations of Holloways, later emigrating to Boston. Mrs. Marston's regal Victorian mother encouraged early independence.

"You can do anything you want," said the Mom of Wonder Woman's Mom. (Does this sound familiar yet?) So, after psychology at Mount Holyoke, Mrs. Marston applied to law school. "Those dumb bunnies at Harvard wouldn't take women," she recalls, "so I went to Boston University."

After keeping an ardent Marston suitably waiting, she married him. She kept her writing career. Mrs. Marston is still writing, an autobiography as it happens. Next comes a history of the Magic Maiden.

The Marstons made quite a household — an inventor testing tool, the lie detector, four children who could not fly, comic superheroes, assorted do-badders like Prince Pigeon and the Seal Men and a psychologist using psychology on her husband to "throw in my 2 cents."

In one early episode Wonder Woman advises girls on escapes: "It's easy to break bonds if you know you can."

Except those to Mom.

Good Time Eddie, the Music Magnate

By Mike Zwein

INTERNATIONAL HERALD TRIBUNE CANNES — With Eddie Barclay, the question you think about first and above all is, can money buy happiness? Having a ball is his profession. If you believe his autobiography "Que la fête continue," the fête started just about the time he was born 71 years ago and shows no signs of abating. Put it this way, he's no party-pooper.

The good-time-Eddie image is by now so deeply implanted in his reality, he appears to have lost all track of where one stops and the other begins. Is this seamless or unseemly? His up-front macho endorsement of polygamy as healthy ecology, of conspicuous consumption as good economics and partying as a sort of year-round Rite of Spring must be considered together with a generous nature, a sharp mind and an impressive list of credits.

A music mogul akin to Sam Phillips, John Hammond and Ahmet Ertegun, with more than a dash of Hugh Hefner, he was born Edouard Rausiat of parents who owned and managed the Café de la Poste opposite the Gare de Lyon. He quit school to become a waiter there, where he learned the value of money and how to get along with people and the connection between the two.

Studying piano as a teenager, he learned jazz by listening to records by his heroes Louis Armstrong and Teddy Wilson. He accompanied Django Reinhardt during the Nazi occupation, when French jazzmen continued to play this banned "Judeo-Negro" music by changing the names of the American tunes — "Sweet Georgia Brown" became "Douce Georgette Brune" — and calling it French folklore.

Although he loved jazz and was good at it, he knew he would never be as good as Art Tatum. Being a perfectionist, second-best wasn't good enough. Cultivating his "look" — silk shirts open at the neck, tailor-made jackets, a Clark Gable moustache — he discovered that women love bedroom-eyed jazz piano players, and that he played women better than the piano. And whatever the limits of his musical talent, he was sensational when it came to recognizing and marketing the talent of others.

After the war, he started a jazz record company and recorded, among others, 70 78-RPMs by Django. His wife Nicole took care of the bookkeeping. Eddie delivered the product by bicycle. They stored their inventory in the bathtub. He started a classical label (Berg and Webern), a pop label (Eddie Constantine, his discovery), a Latin label (Machito, young Astor Piazzolla) and eventually merged them all into Barclay Records, which would become the largest French record company.



Barclay's party image: Drink to the bride — every year.

In 1956, he came back from a trip to New York with a new product called the LP. There were about 200 LP turntables in France at the time, the people who owned them were "in." The first to produce LPs in France, Eddie Barclay was called "Le Roi du Microfilm" (The King of Vinyl) and became very "in" indeed.

In 1956, he was having a drink with the musicians in Lionel Hampton's band backstage at Salle Pleyel when a handsome young trumpeter introduced himself and said he was also an arranger and he loved jazz and was there something for him to do here. His name was Quincy Jones. Eddie smelled talent. Quincy took up residence and wrote arrangements for the big band Barclay had at the time, which included the star sidemen Don Byas, Kenny Clarke and Lucky Thompson, and the singer Henri Salvador.

He signed Jacques Brel, Charles Aznavour and Leo Ferré to contracts before

they were widely known. Sometimes he signed contracts on paper napkins in bistros, or there were no contracts at all. His word was enough. Artists offered higher prices by other record companies remained with Barclay, who they liked and trusted. He is known for sticking with friends through tough times. He released records of songs sung by Yul Brynner, Alain Delon, Sophie Loren, Bernard Tapie and (recently) Anthony Quinn. For the fun of it, you can't beat fun.

Barclay likes to have people he likes around him and he likes to go first class all the way. The first-class life attracts classy people — particularly classy young women — if the person living it has class. He appears to have no complexes about whether he is liked for himself or his money. He knows who he is. His large villa in Saint-Tropez is often filled with classy guests.

He had his picture taken, always smiling, usually holding a glass of champagne, with

As Worst of Worst Films

"Cool as Ice" starring the rap singer Vanilla Ice, was nominated for seven Razzies, making it the worst of the worst pictures of the year in the 12th annual Golden Raspberry Awards balloting. Four other box-office and critical bombs won Razzie nominations: "Dice Rules," "Hudson Hawk," "Nothing But Trouble" and "Return to the Blue Lagoon." Leading the list of worst actors of 1991 was Sylvester Stallone in "Ocean's Eleven" and Kevin Costner in "Robin Hood, Prince of Thieves." Among the worst actresses were Kim Basinger in "The Marring Man," Sally Field in "Not Without My Daughter," and Madonna in "Truth or Dare."

The actor Gérard Depardieu will preside over the jury at the Cannes Film Festival. The annual festival will take place from May 7 to 18.

It was no walk on the wild side, but rather a dignified ceremony for Lou Reed, 49, the former leader of the Velvet Underground. He was designated Tuesday as a knight of France's Order of Arts and Letters by Culture Minister Jack Lang in Paris.

Michael Jackson has abandoned a nonsensical African tour dogged by controversy, and will fly home to the United States, officials said Tuesday. "He wants to get back to the States," a U.S. Embassy official said in Dar es Salaam, adding that Jackson was due to fly home via London on Wednesday.

Lawyers for Paul Bocuse, the French chef, met a director of McDonald's Netherlands in Paris to discuss a settlement in a dispute that began by showing Bocuse in a Dutch Big Mac ad. The company says it is willing to pay some compensation for the chef's unwitting role in the ad.

The tenor Charles Anthony made history at the Metropolitan Opera in New York when he appeared in the role of Borsa in Verdi's "Rigoletto." It was Anthony's 2,396th performance at the Met and set the record for the most performances sung by a principal artist. He made his Met debut on March 6, 1954.

TODAY'S BUSINESS MESSAGE CENTER. Appears on pages 4 & 5.

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